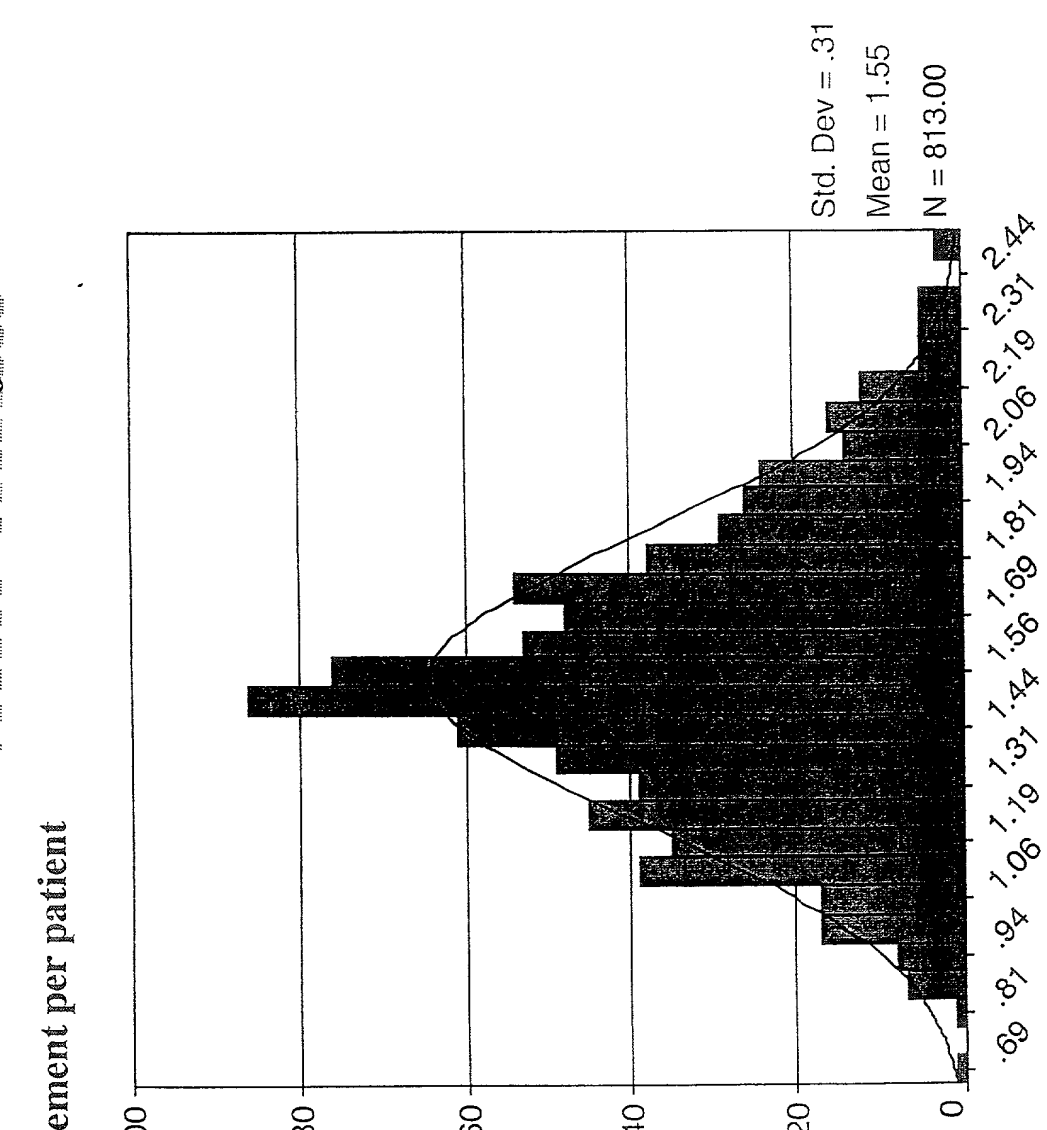


FRANCE 1301

Fig. 1

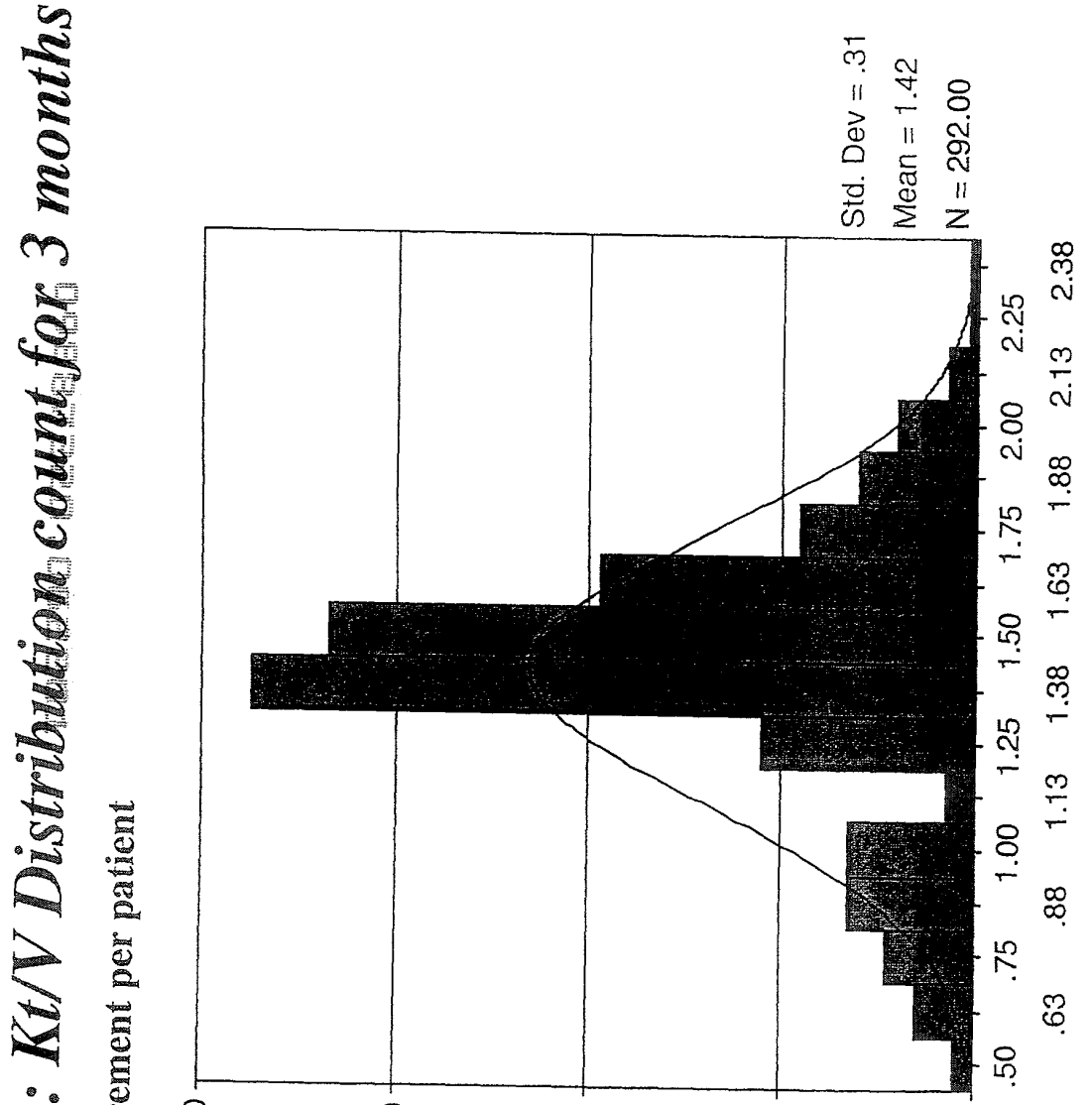

Histogram: Kt/V Distribution count for 3 months
1 monthly measurement per patient
Std. Dev = .31
Mean = 1.42
N = 292.00
80
60
40
20
0
.50
.63
.75
.88
1.00
1.13
1.25
1.38
1.50
1.63
1.75
1.88
2.00
2.13
2.25
2.38
PENNSYLVANIA AVE (USA)

Fig. 2

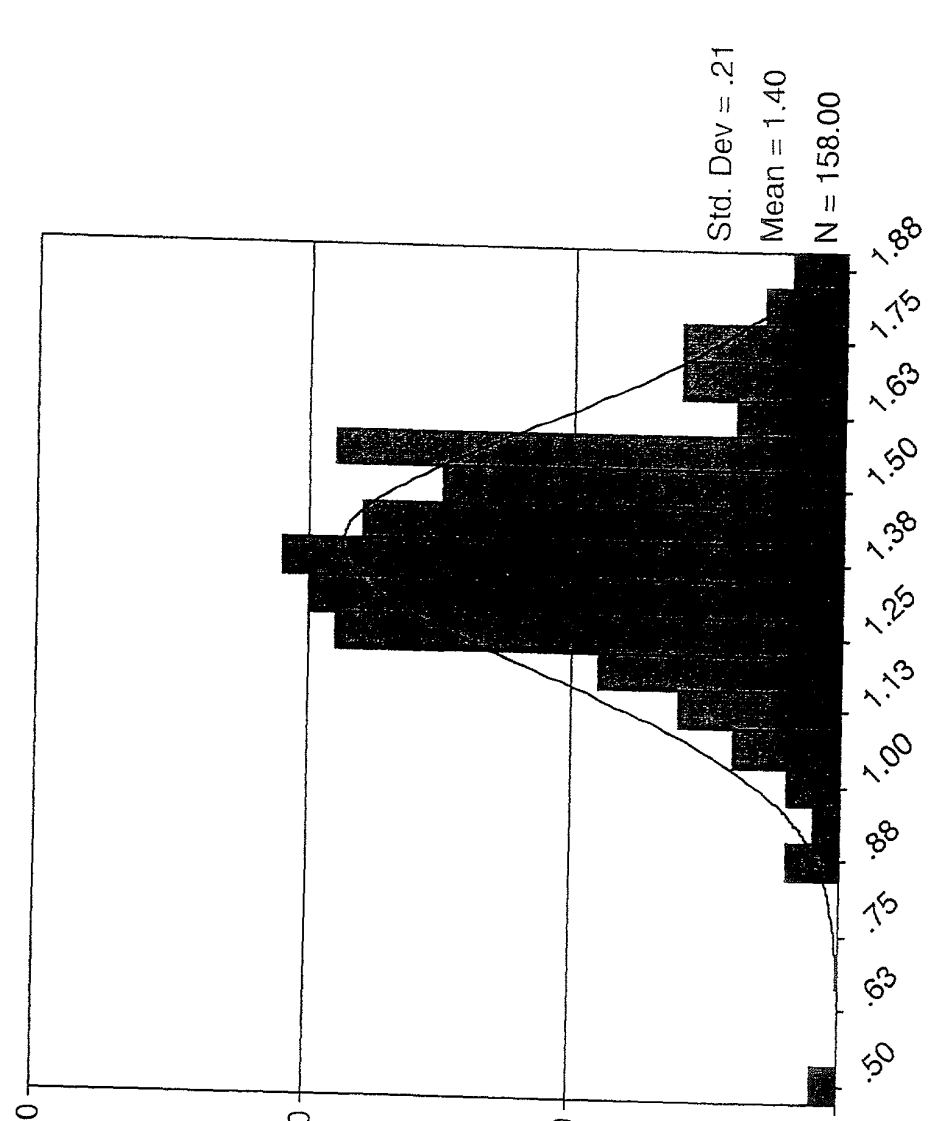

Histogram: Kt/V Distribution count for 3 months
1 monthly measurement per patient
Std. Dev = .21
Mean = 1.40
N = 158.00
30
20
10
0
.50
.63
.75
.88
1.00
1.13
1.25
1.38
1.50
1.63
1.75
1.88
BARI (Italy)

Fig. 3

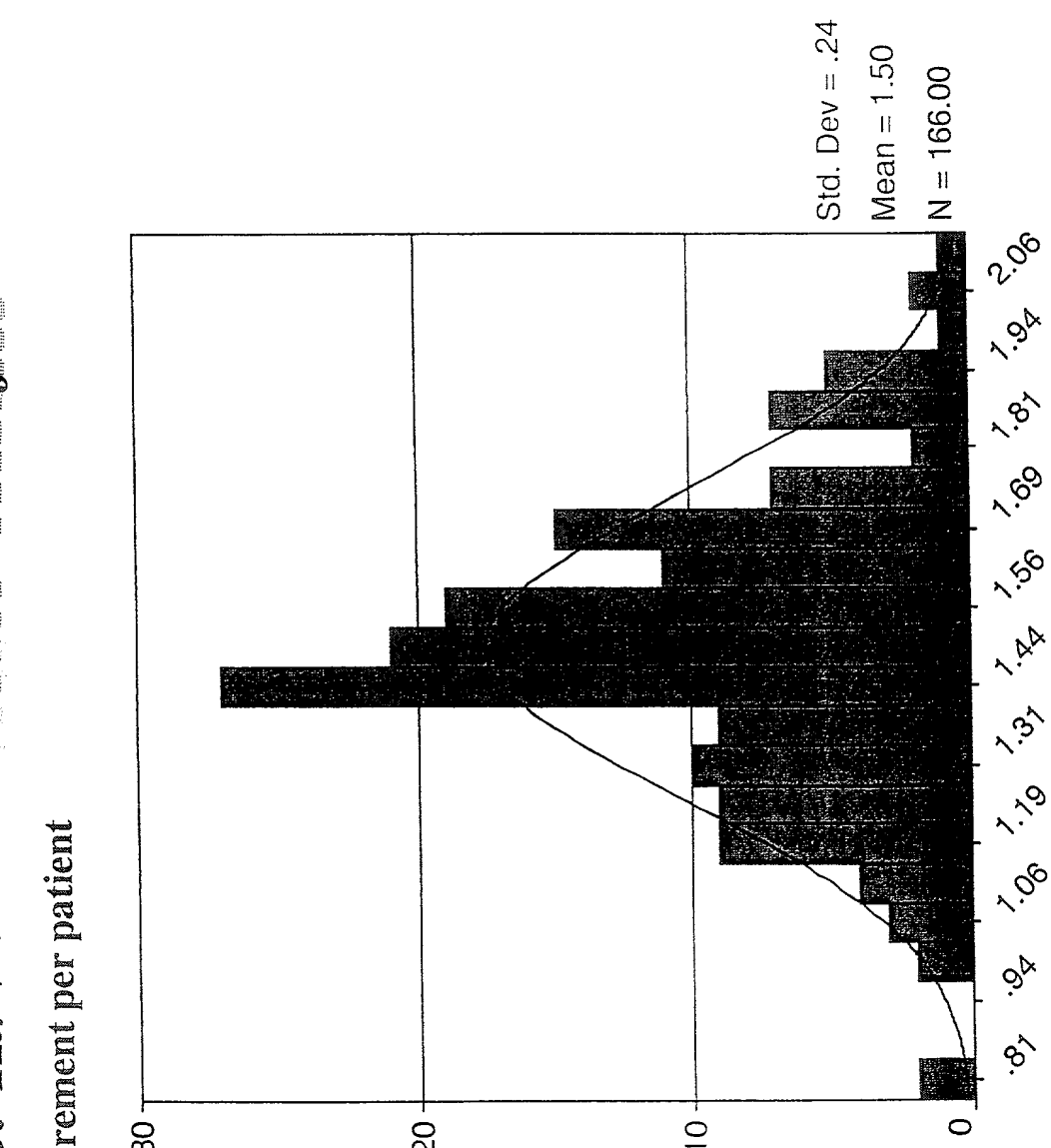
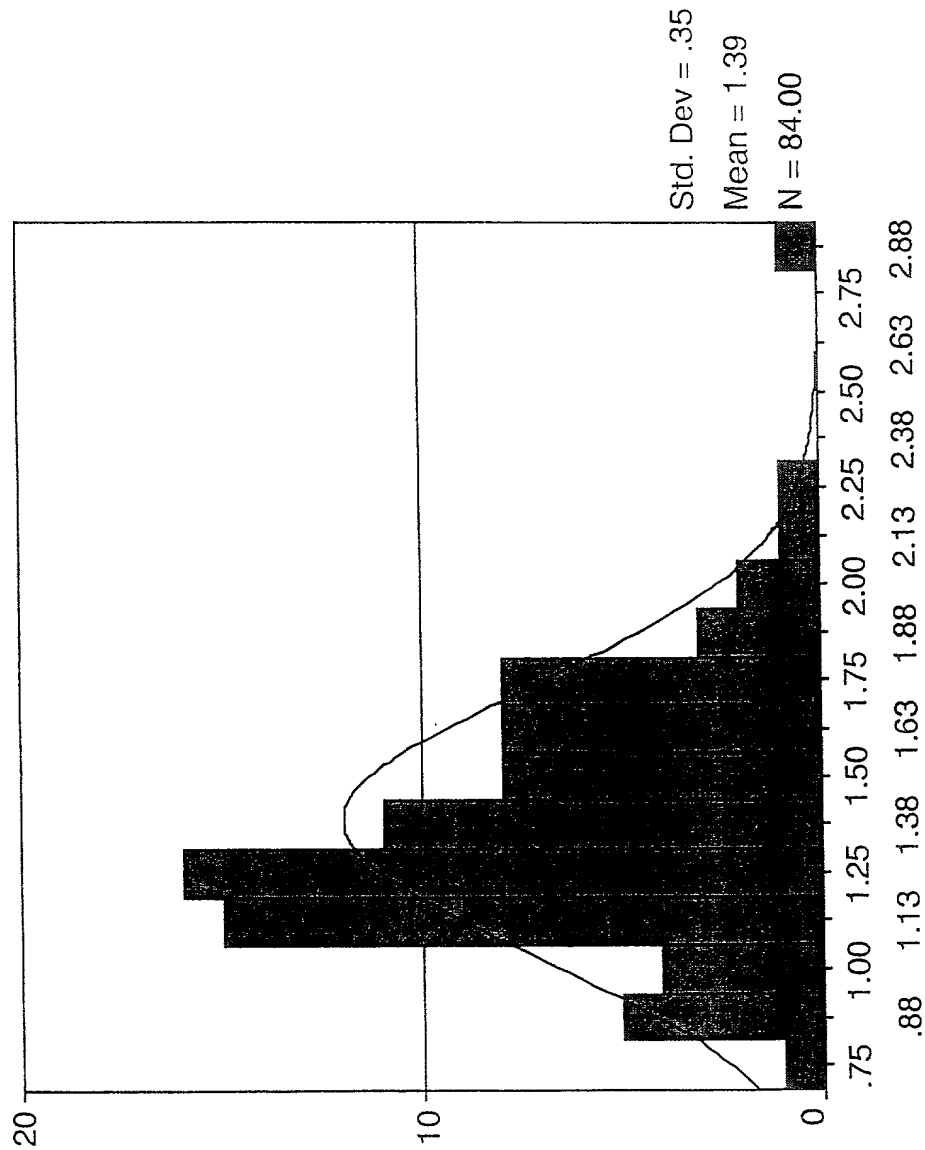

Histogram: Kt/V Distribution count for 3 months
1 monthly measurement per patient
Std. Dev = .24
Mean = 1.50
N = 166.00
30
20
10
0
.81
.94
1.06
1.19
1.31
1.44
1.56
1.69
1.81
1.94
2.06
SPAIN 1503

Fig. 4



HUNGARY 1403

Fig. 5

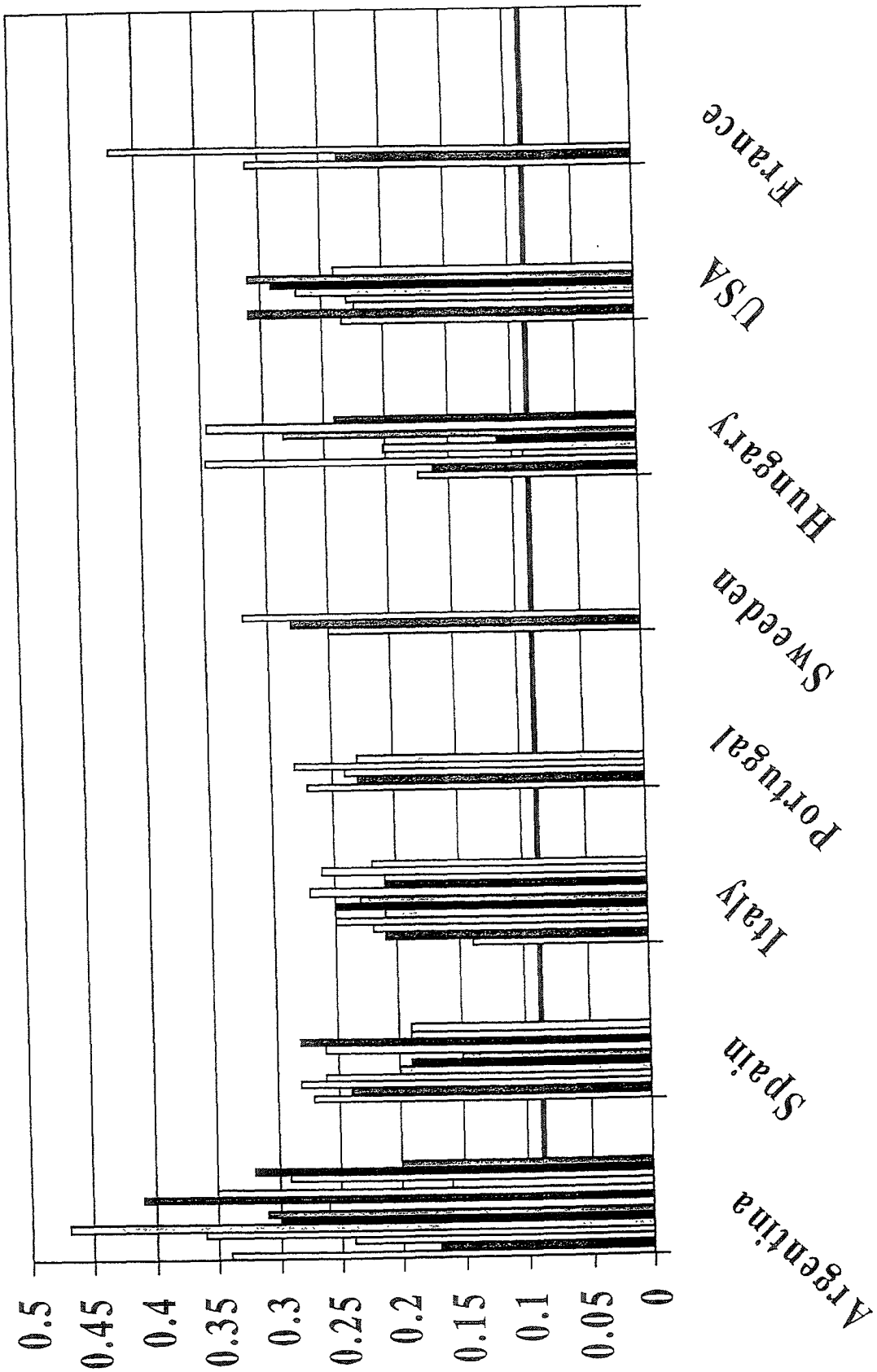

Overall Clinic SD
"Defines the ability of the clinic to deliver Rxs within the specs"
0.5
0.45
0.4
0.35
0.3
0.25
0.2
0.15
0.1
0.05
0
Argentina
Spain
Italy
Portugal
Sweeden
Hungary
USA
France

Fig. 6

"Express Mail" mailing label number EL 929 450 360 US

Inter Patient Variation

12 Pts With BW Between 60-70 Kg

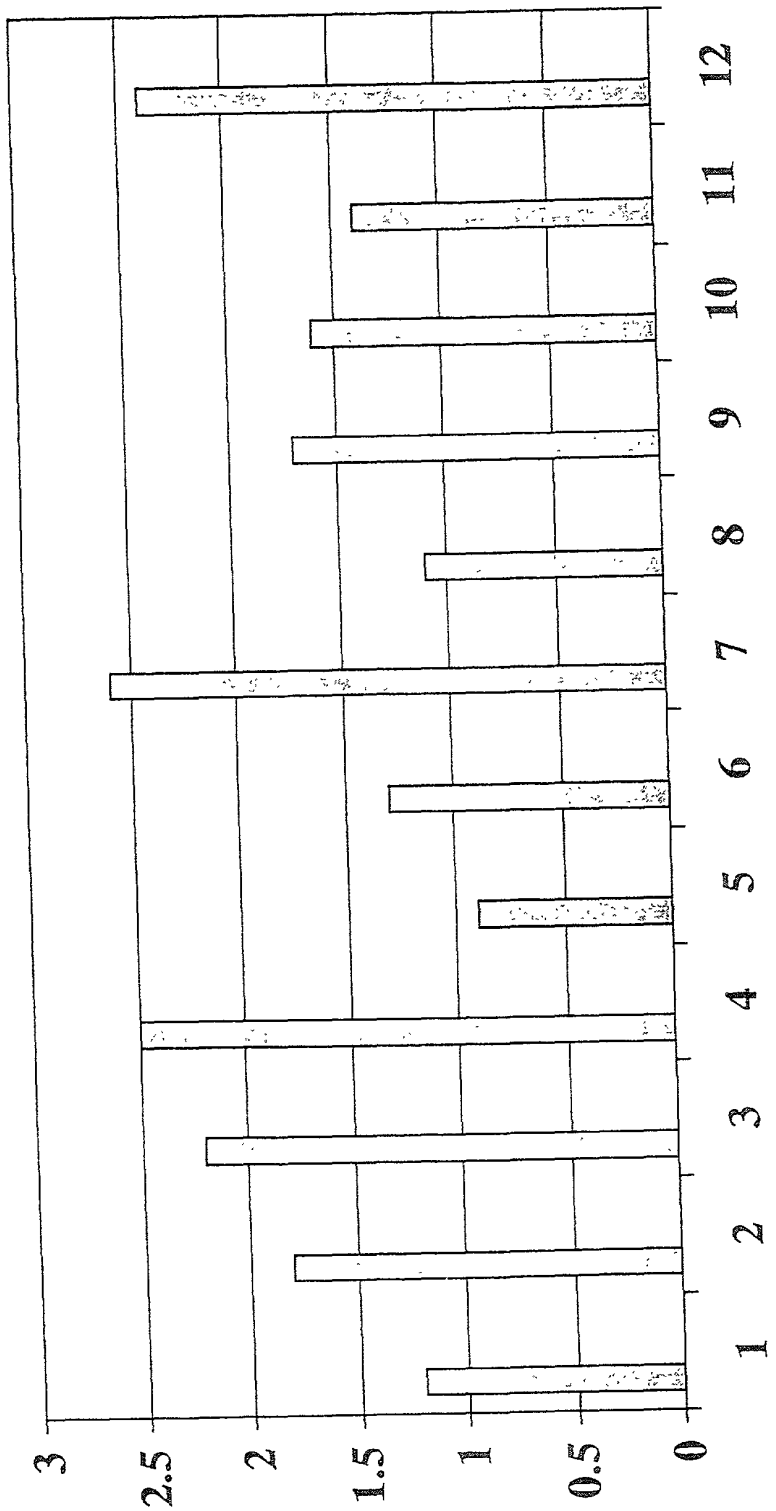
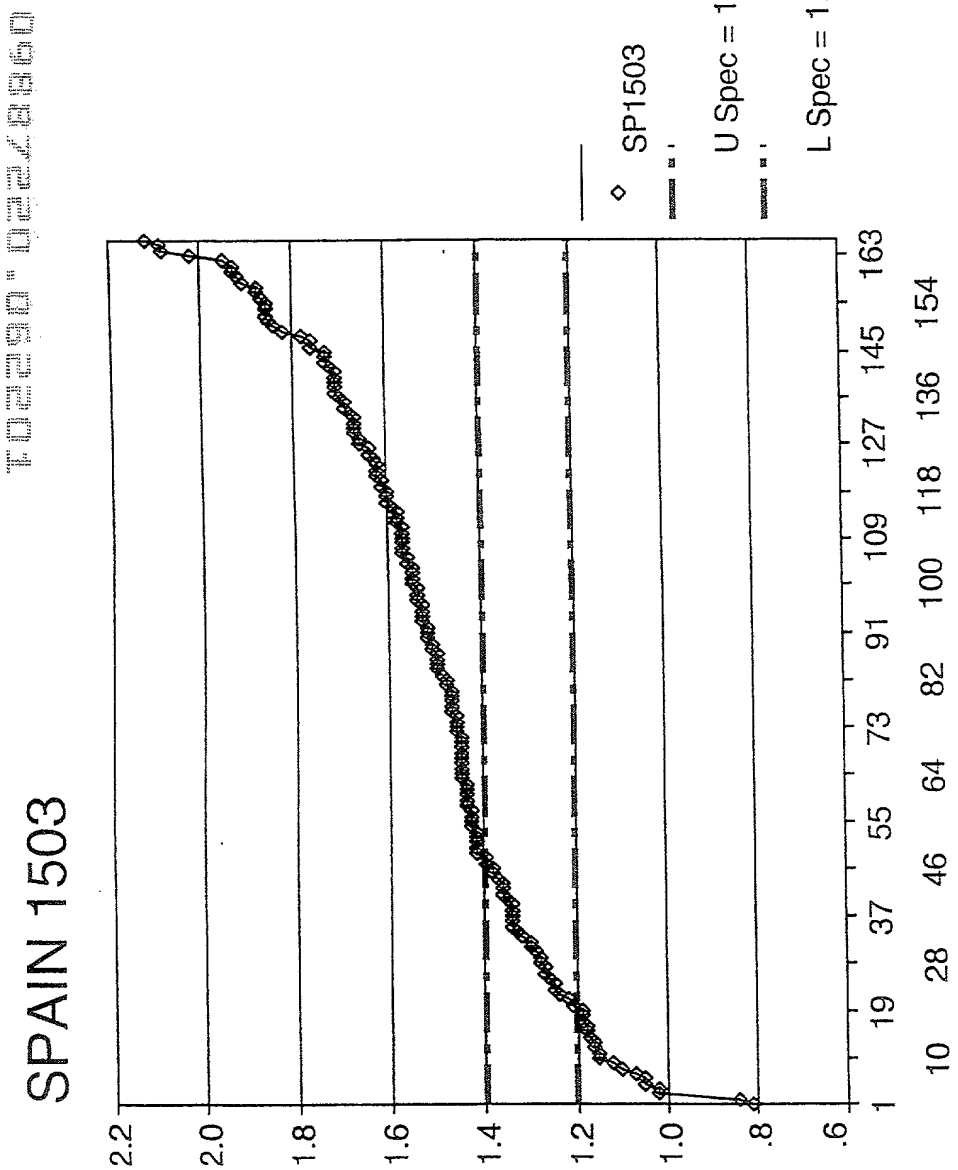


Fig. 7

7847-82986 (N0050-PU)

Fig. 8



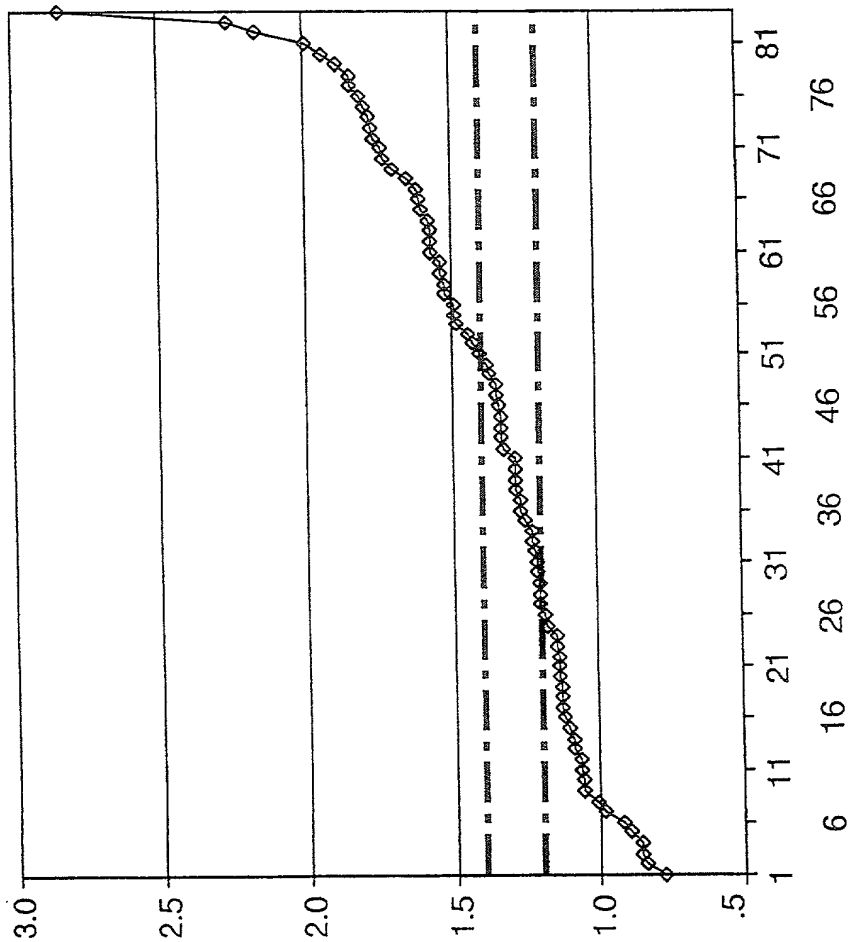
Process Statistics

Capability Indices	Act. % Outside SL	82.5%
	CP[a]	4.737
	CpU[a]	-4.740
	CpK[a]	-4.740

The normal distribution is assumed. LSL = 1.2 and USL = 1.4.

a. The estimated capability sigma is based on the mean of the sample moving ranges.

Fig. 9



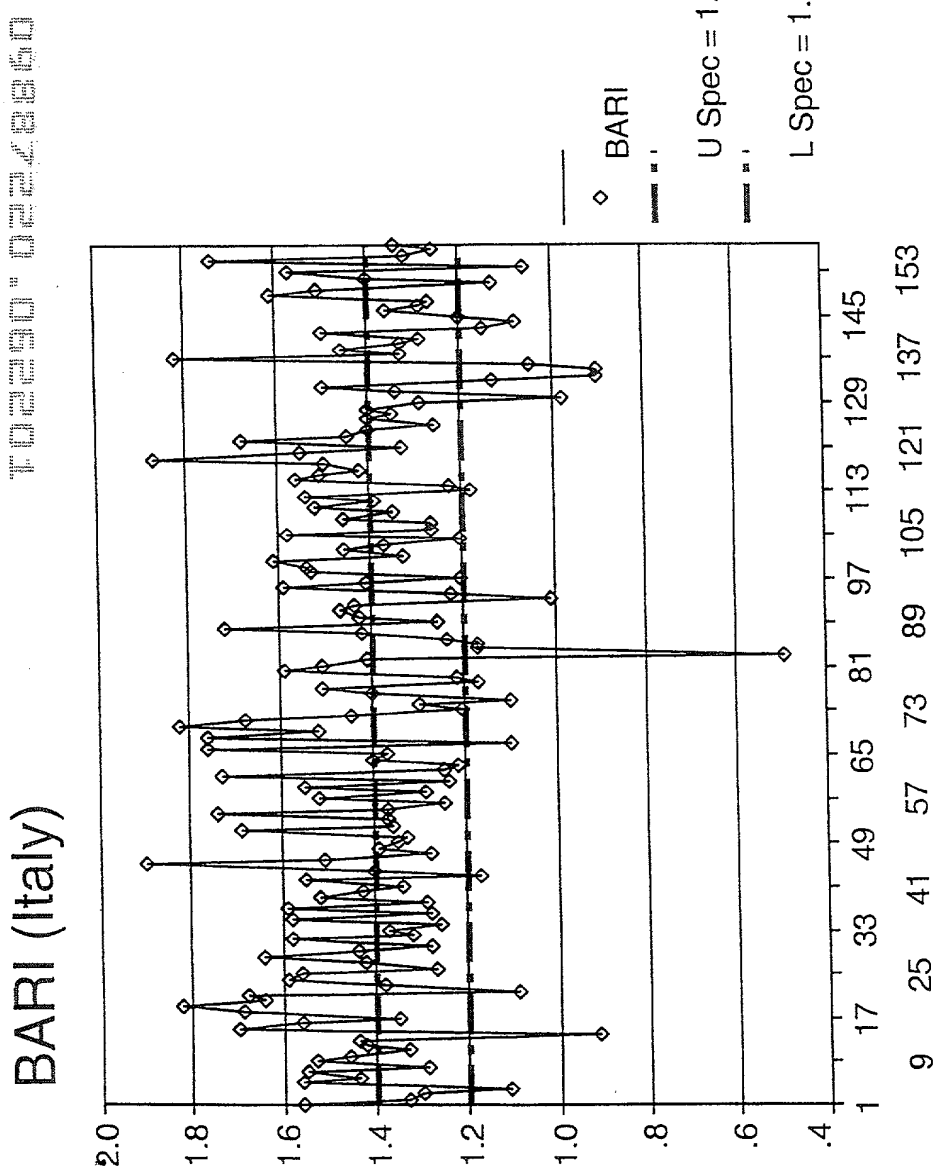
Process Statistics

Capability Indices	Act. % Outside SL	70.2%
	CP[a]	1.523
	CpU[a]	.205
	Cpk[a]	.205

The normal distribution is assumed. LSL = 1.2 and USL = 1.4.

a. The estimated capability sigma is based on the mean of the sample moving ranges.

Fig. 10



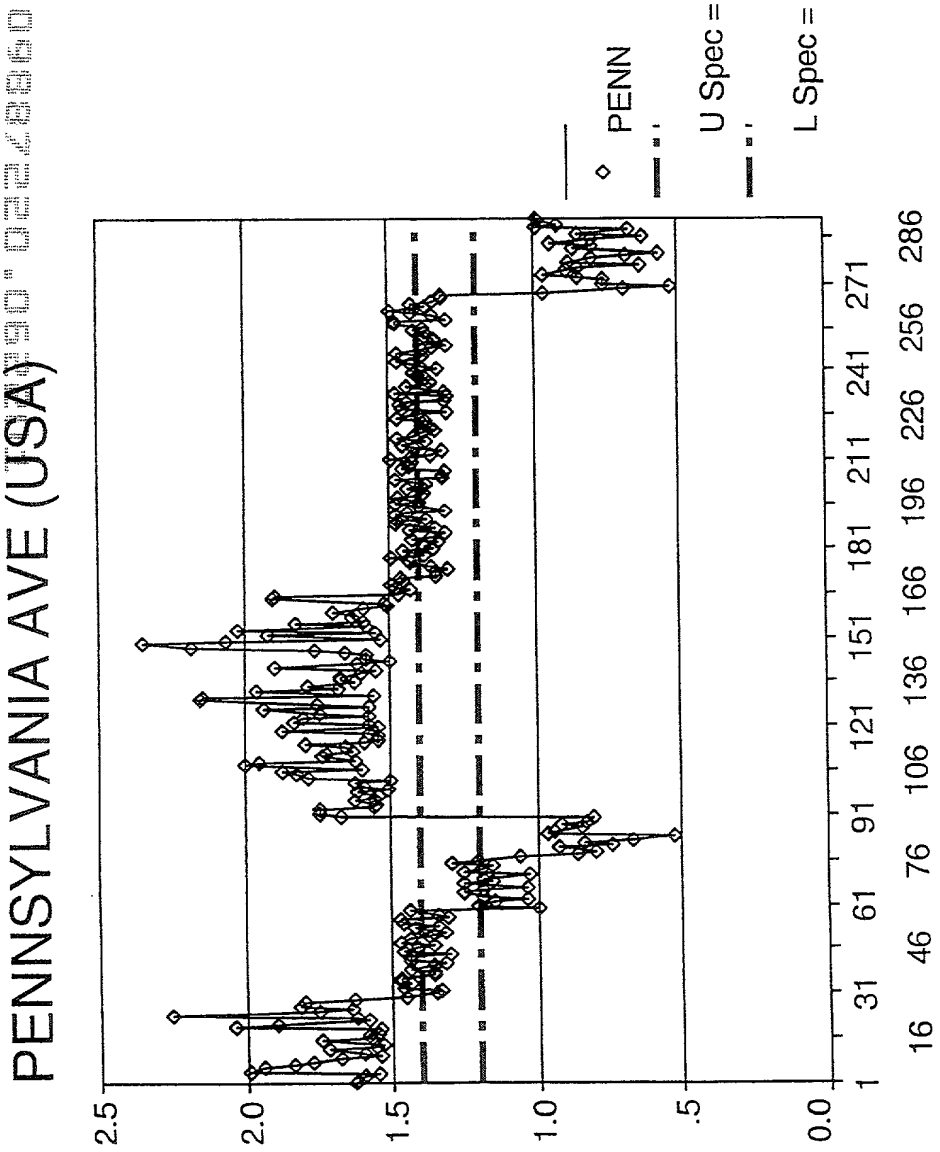
Process Statistics

Capability Indices	Act. % Outside SL	59.5%
	CPa	.163
	CpU[a]	.007
	CpK[a]	.007

The normal distribution is assumed. LSL = 1.2 and USL = 1.4.

a. The estimated capability sigma is based on the mean of the sample moving ranges.

Fig. 11



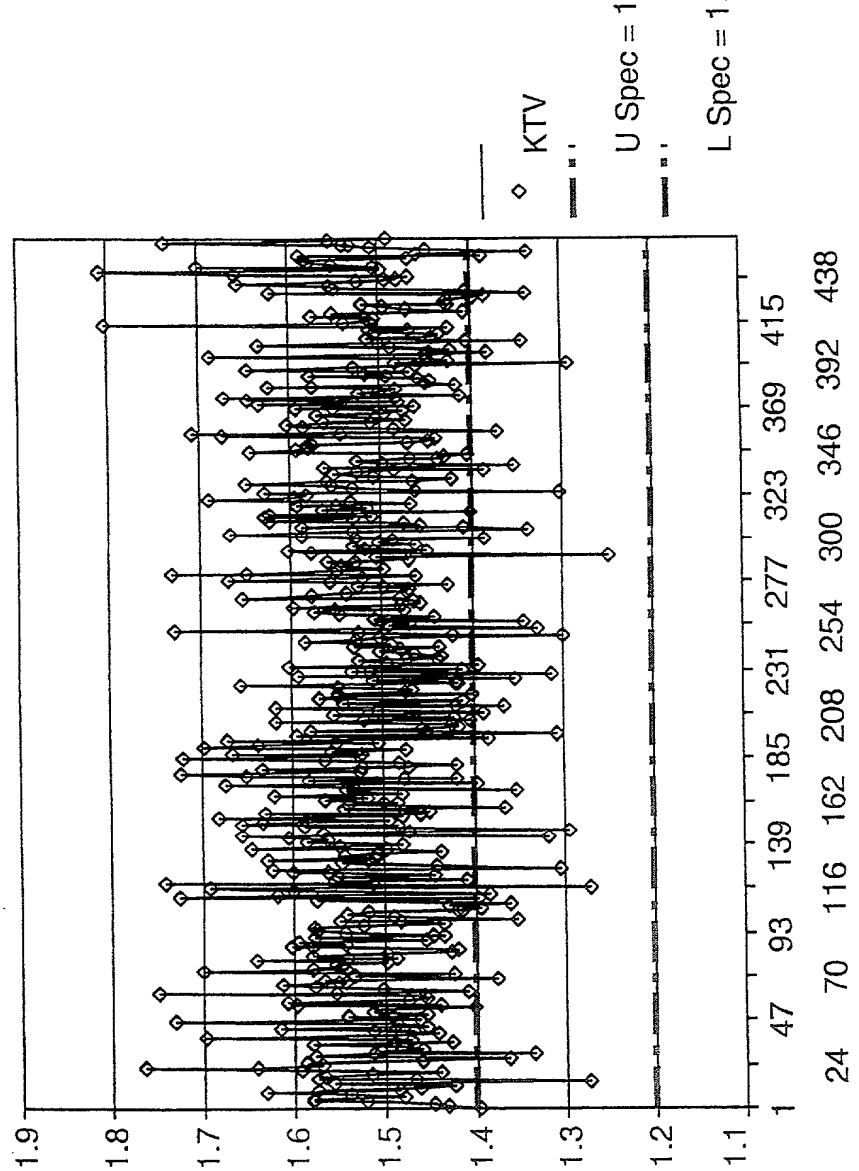
Process Statistics

Capability Indices	Act. % Outside SL	73.3%
	CP[a]	.320
	CpU[a]	-.057
	CpK[a]	-.057

The normal distribution is assumed. LSL = 1.2 and USL = 1.4.

a. The estimated capability sigma is based on the mean of the sample moving ranges.

Fig. 12



Process Statistics

		Act. % Outside SL	90.8%
Capability Indices		CP^a	.354
		CpU^a	-.405
		CpK^a	-.405

The normal distribution is assumed. LSL = 1.2 and USL = 1.4.

a. The estimated capability sigma is based on the mean of the sample moving ranges.

Fig. 13

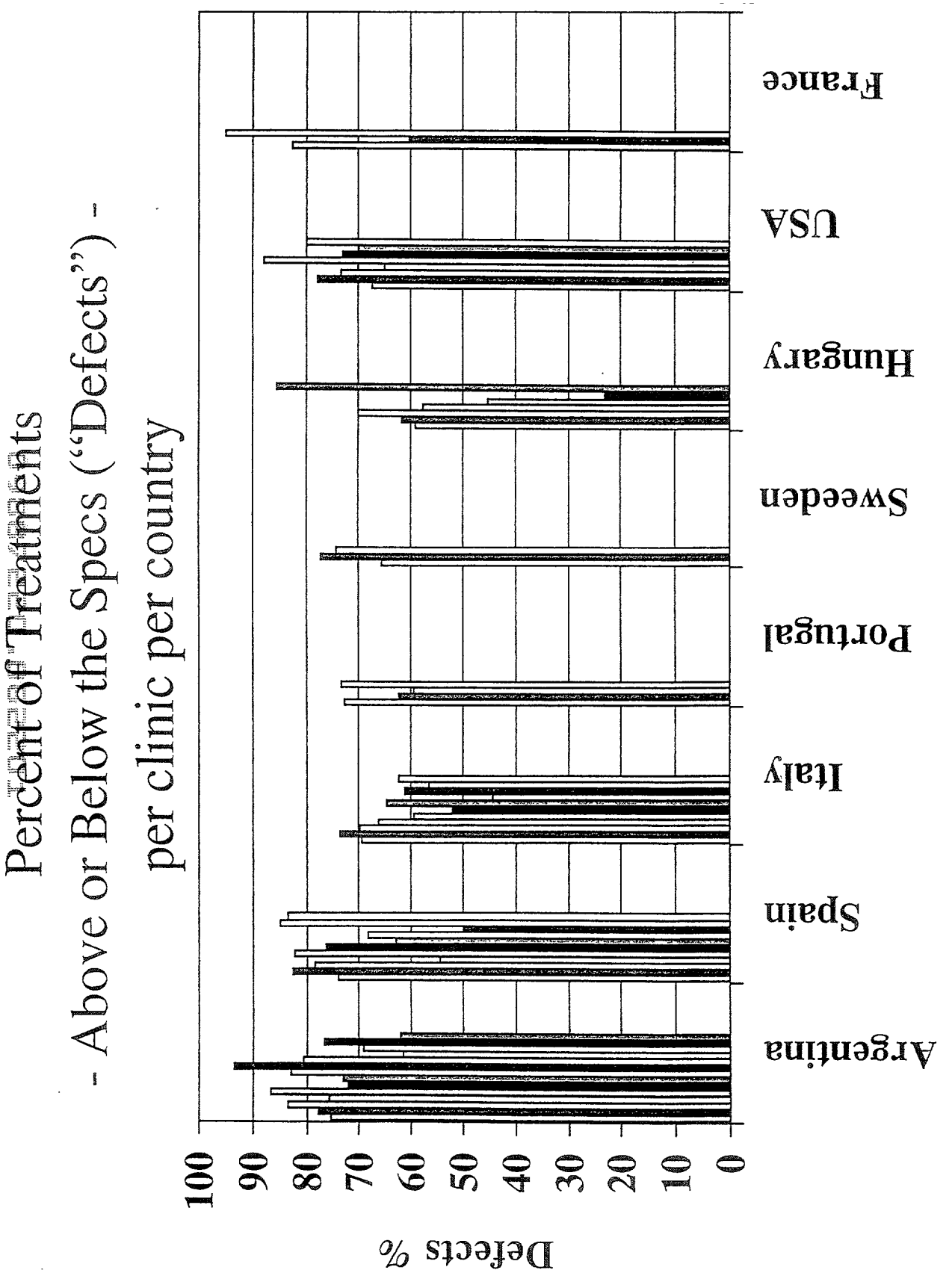

Percent of Treatments
- Above or Below the Specs ("Defects") -
per clinic per country
Defects %
100
90
80
70
60
50
40
30
20
10
0
Argentina
Spain
Italy
Portugal
Sweeden
Hungary
USA
France

Fig. 14

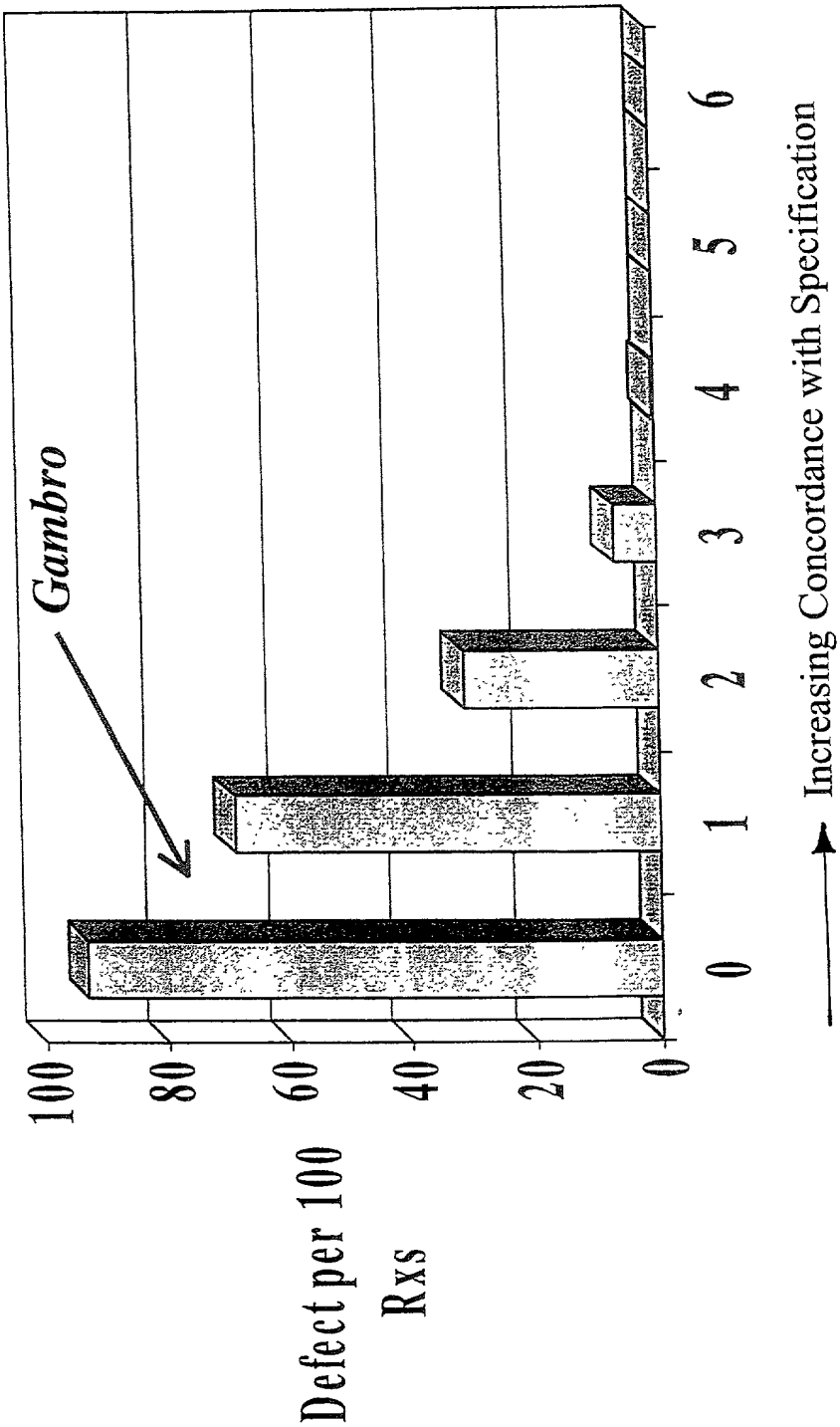

Operational Level and Defects per 100 Rxs
Gambro
Defect per 100 Rxs
100
80
60
40
20
0
0
1
2
3
4
5
6
Increasing Concordance with Specification

Fig. 15

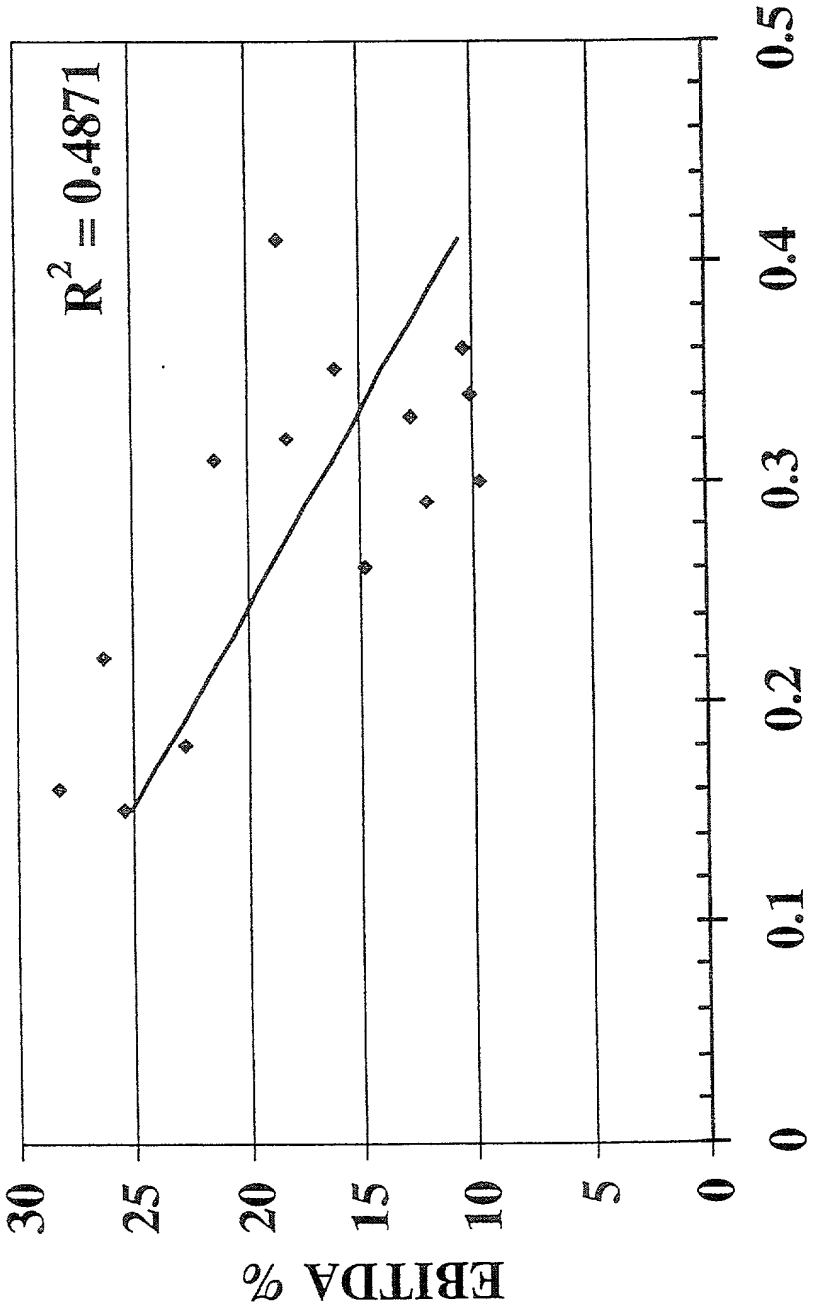

Argentina (14 Clinics)
$R^2 = 0.4871$
EBITDA %
30
25
20
15
10
5
0
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD

Fig. 16

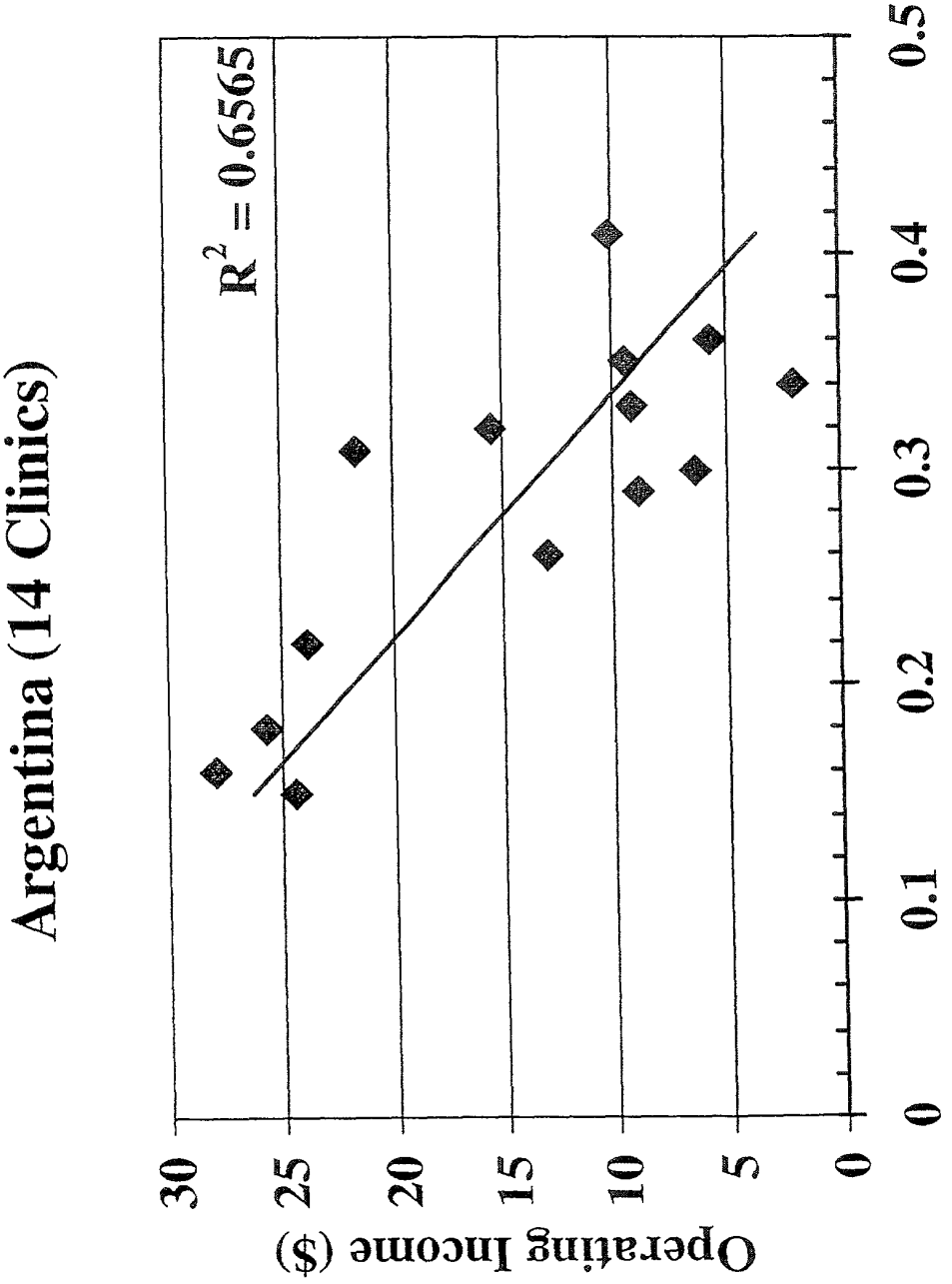

Argentina (14 Clinics)
$R^2 = 0.6565$
Operating Income ($)
30
25
20
15
10
5
0
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD

Fig. 17

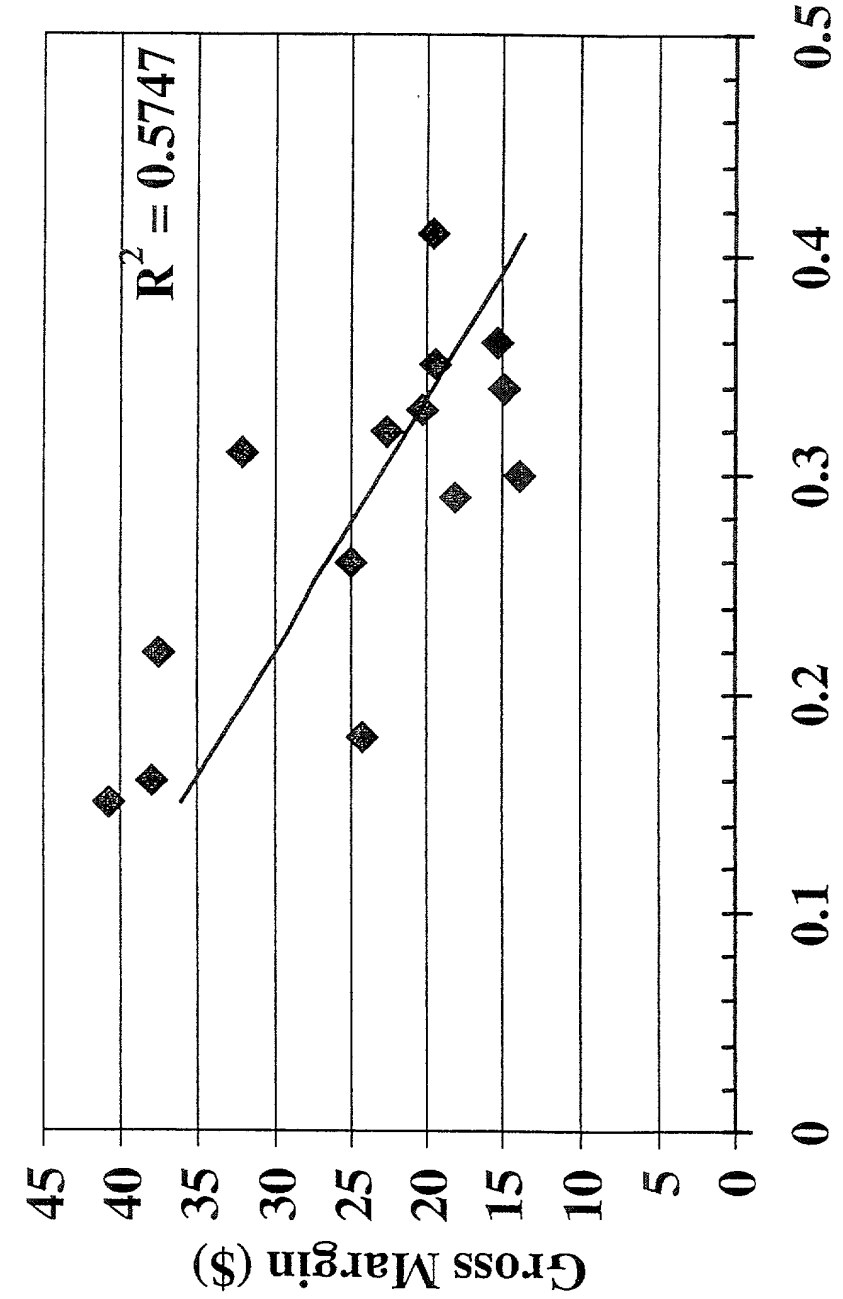

Argentina (14 Clinics)
$R^2 = 0.5747$
Gross Margin ($)
45
40
35
30
25
20
15
10
5
0
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD

Fig. 18

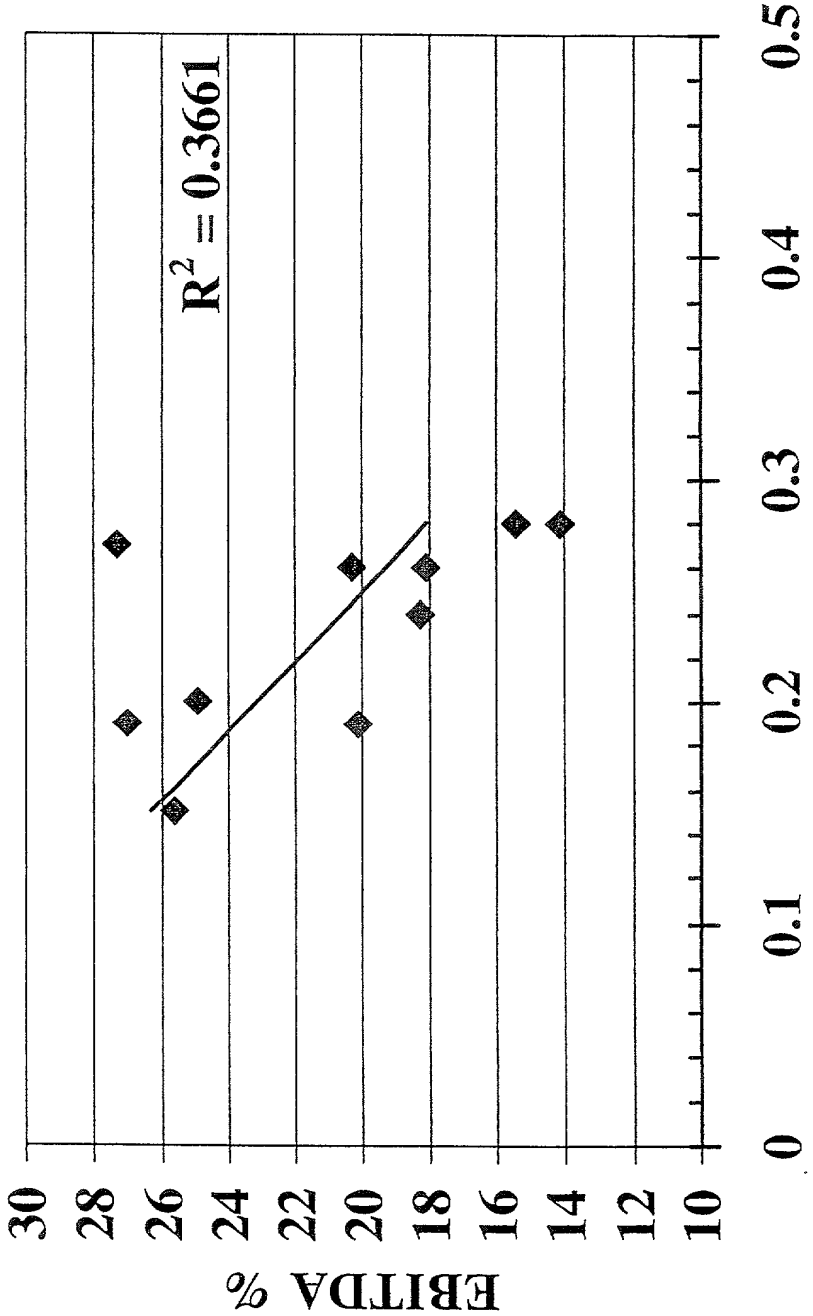

Spain (10 Clinics)
$R^2 = 0.3661$
EBITDA %
30
28
26
24
22
20
18
16
14
12
10
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD

Fig. 19

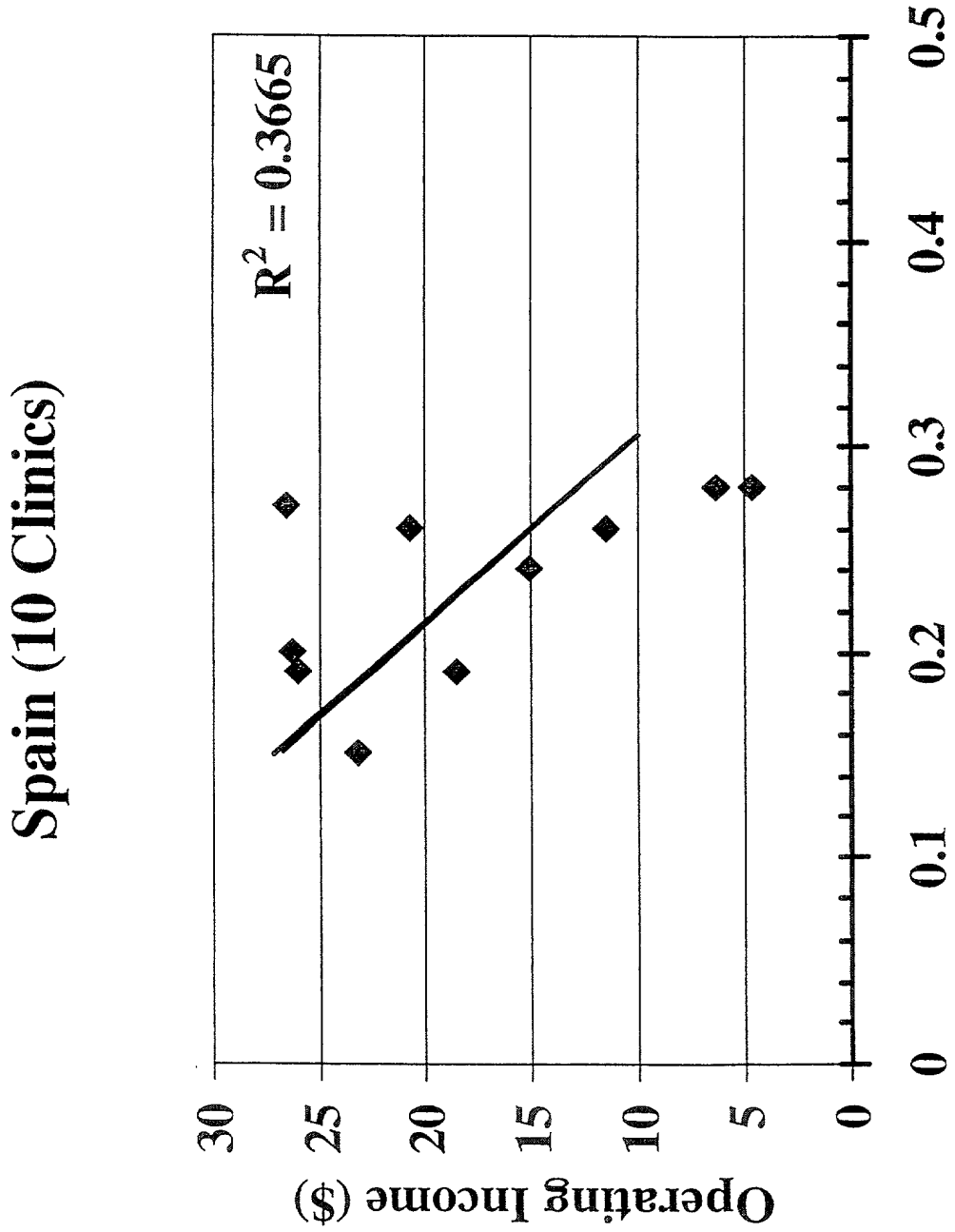

Spain (10 Clinics)
$R^2 = 0.3665$
Operating Income ($)
30
25
20
15
10
5
0
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD

Fig. 20

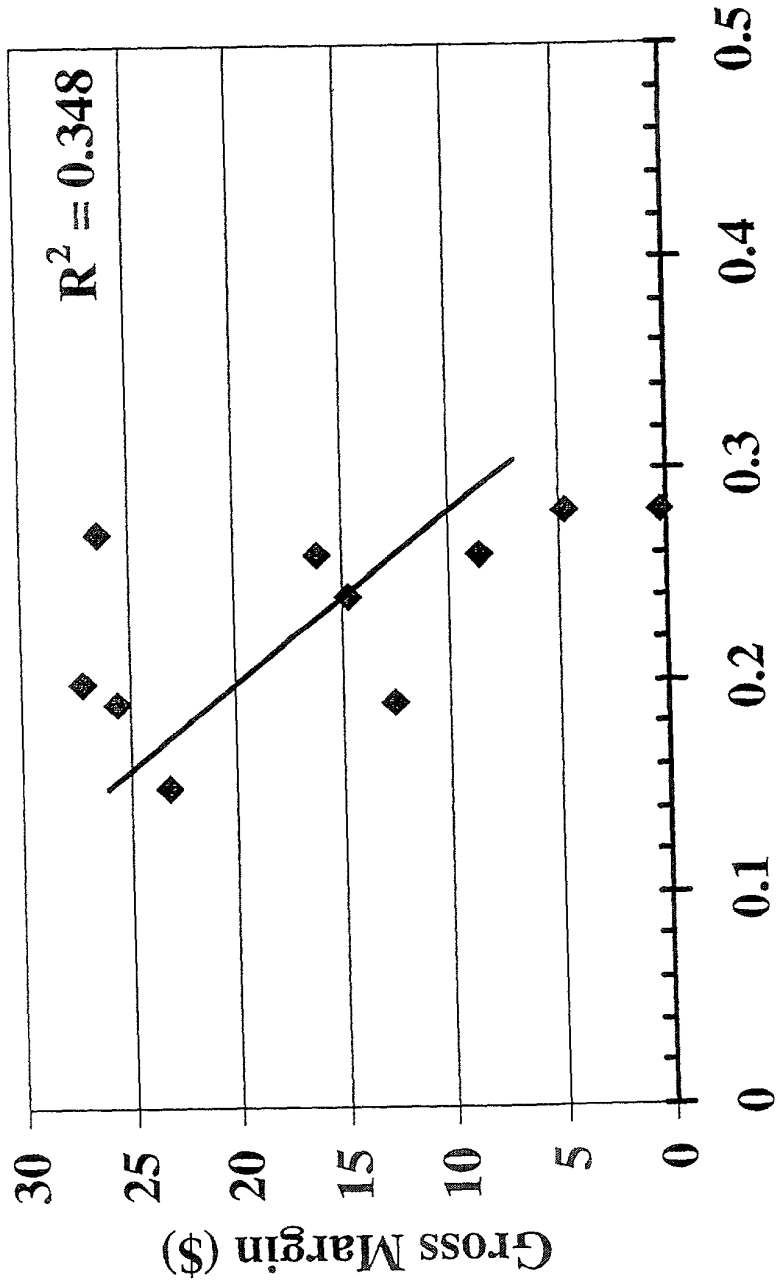

Spain (10 Clinics)
$R^2 = 0.348$
Gross Margin ($)
30
25
20
15
10
5
0
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD

Fig. 21

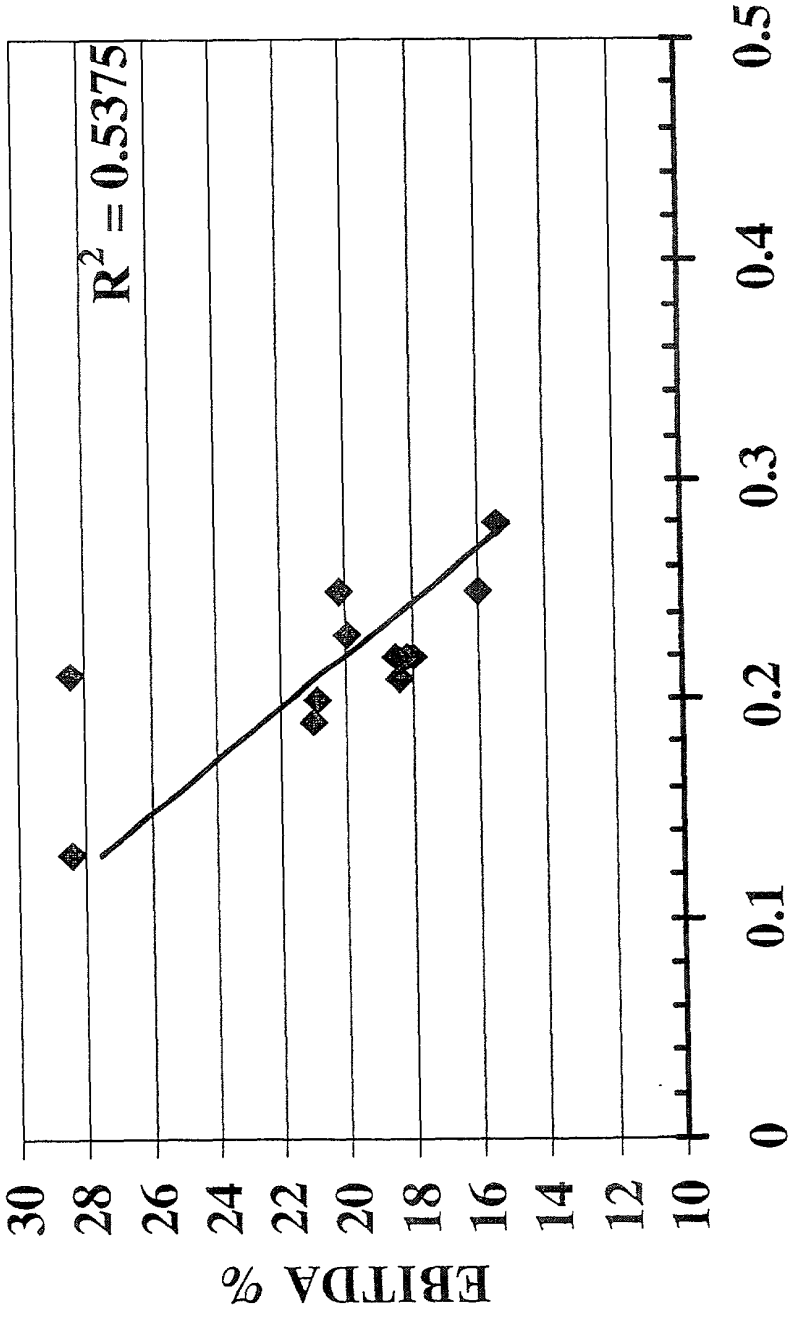

Italy (11 Clinics)
$R^2 = 0.5375$
EBITDA %
30
28
26
24
22
20
18
16
14
12
10
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD

Fig. 22

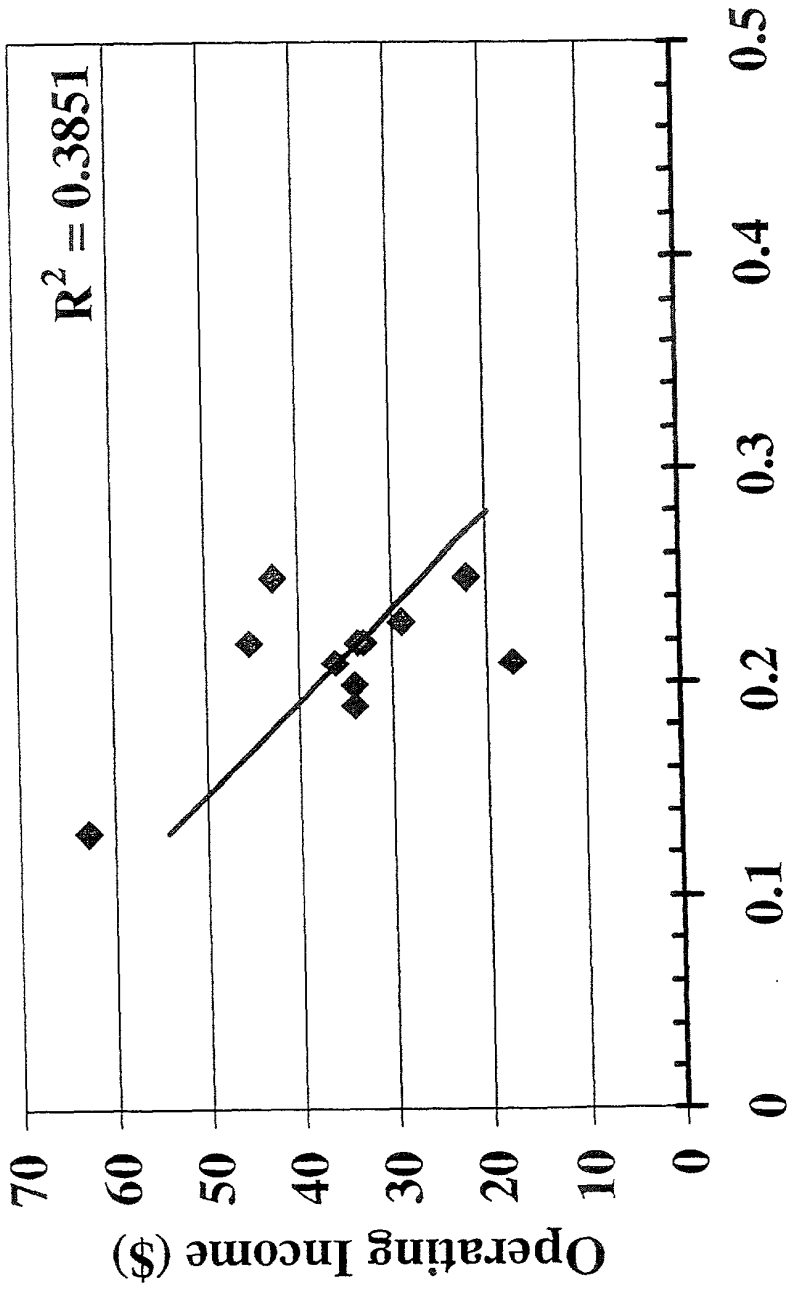

Italy (11 Clinics)
$R^2 = 0.3851$
Operating Income ($)
70
60
50
40
30
20
10
0
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD

Fig. 23

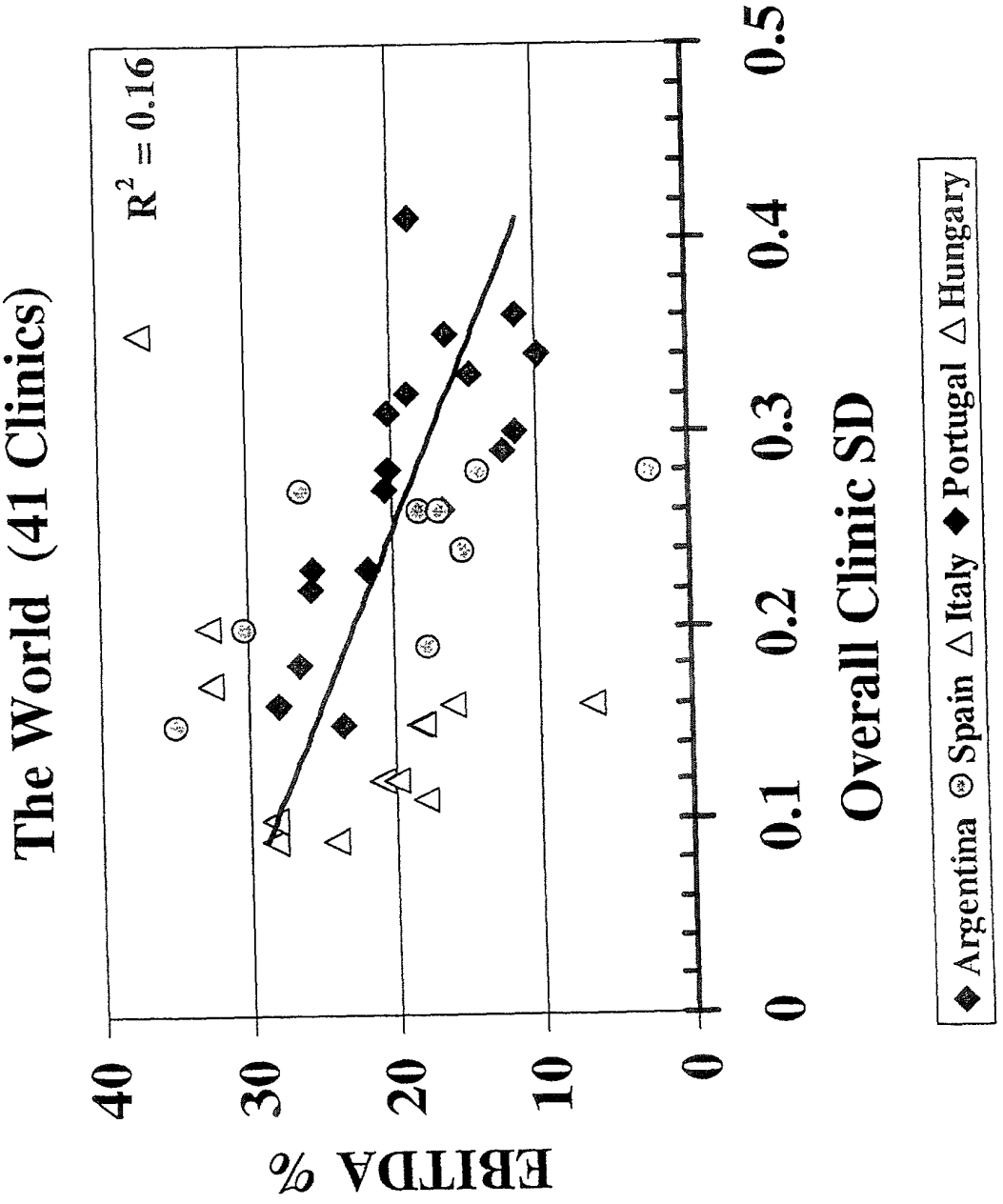


Fig. 24

10250-052/P850

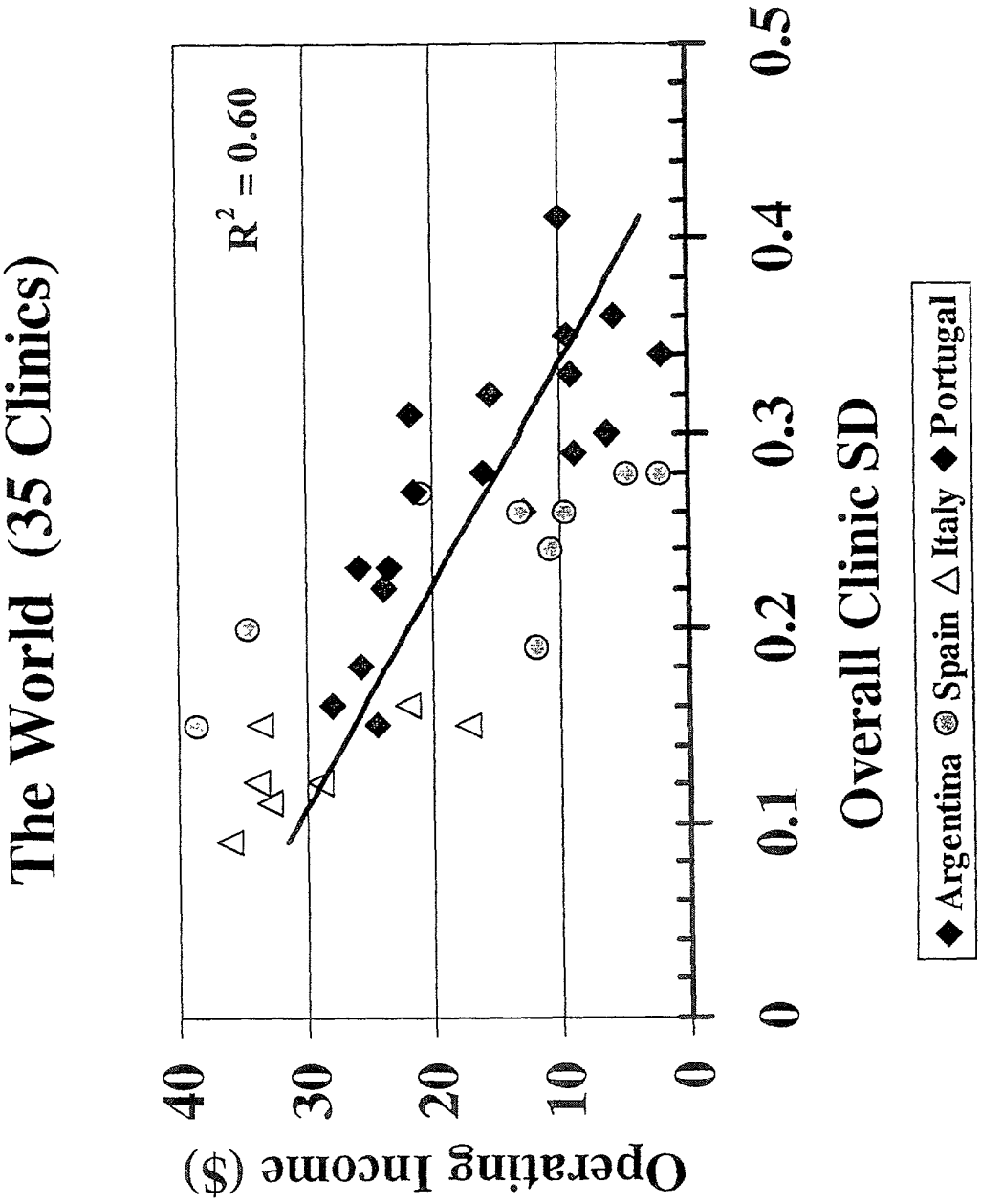

The World (35 Clinics)
$R^2 = 0.60$
Operating Income ($)
40
30
20
10
0
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD
◆ Argentina ◎ Spain △ Italy ◆ Portugal

Fig. 25

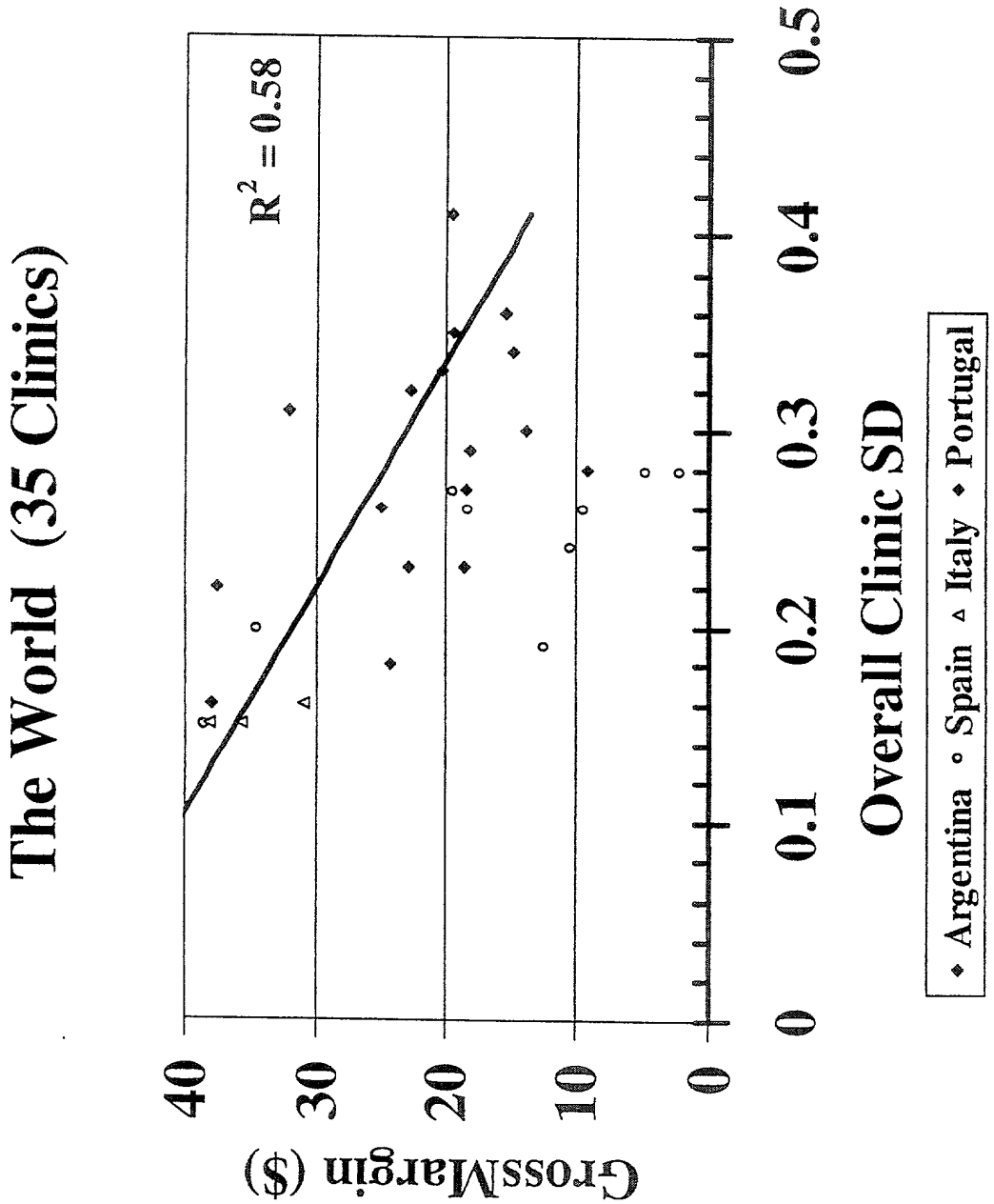

The World (35 Clinics)
$R^2 = 0.58$
GrossMargin ($)
40
30
20
10
0
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD
◆ Argentina ○ Spain △ Italy ◆ Portugal

Fig. 26

T0250 "0825/82860

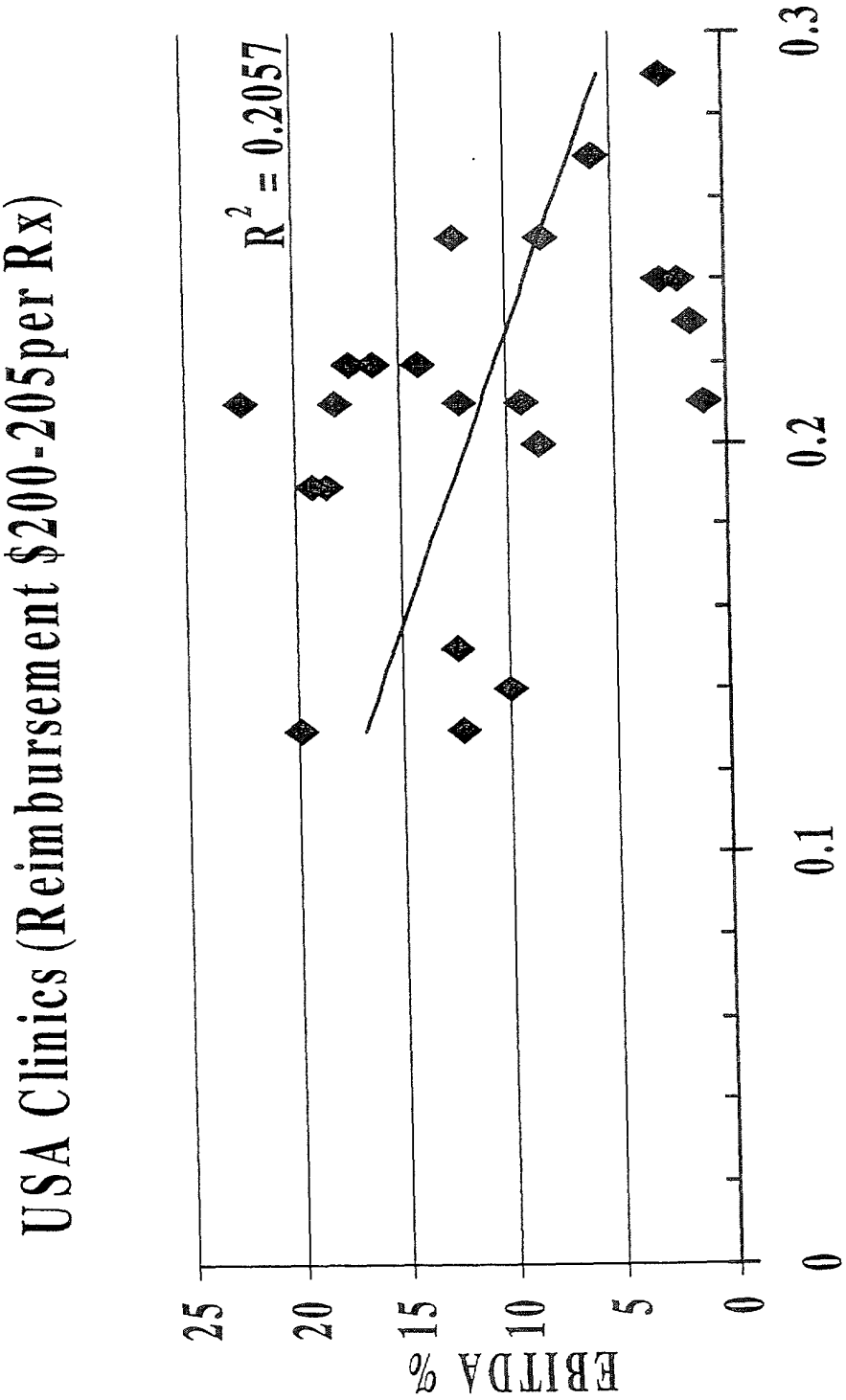


Fig. 27

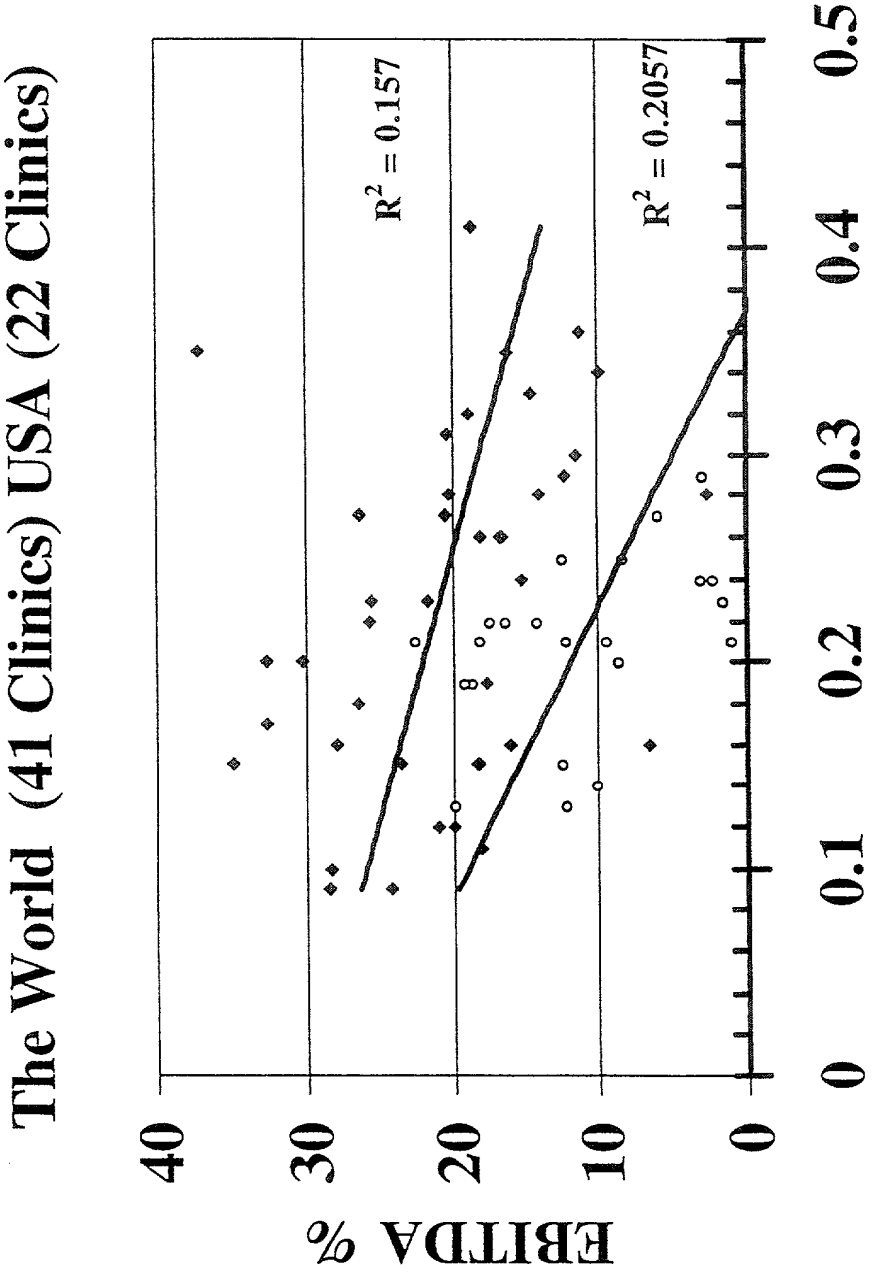

The World (41 Clinics) USA (22 Clinics)
EBITDA %
40
30
20
10
0
$R^2 = 0.157$
$R^2 = 0.2057$
0
0.1
0.2
0.3
0.4
0.5
Overall Clinic SD
The World
USA

Fig. 28

EXPRESS MAIL NO. EV325010245US

Total Process Time

Longest/Shortest/Median

(No Reuse)

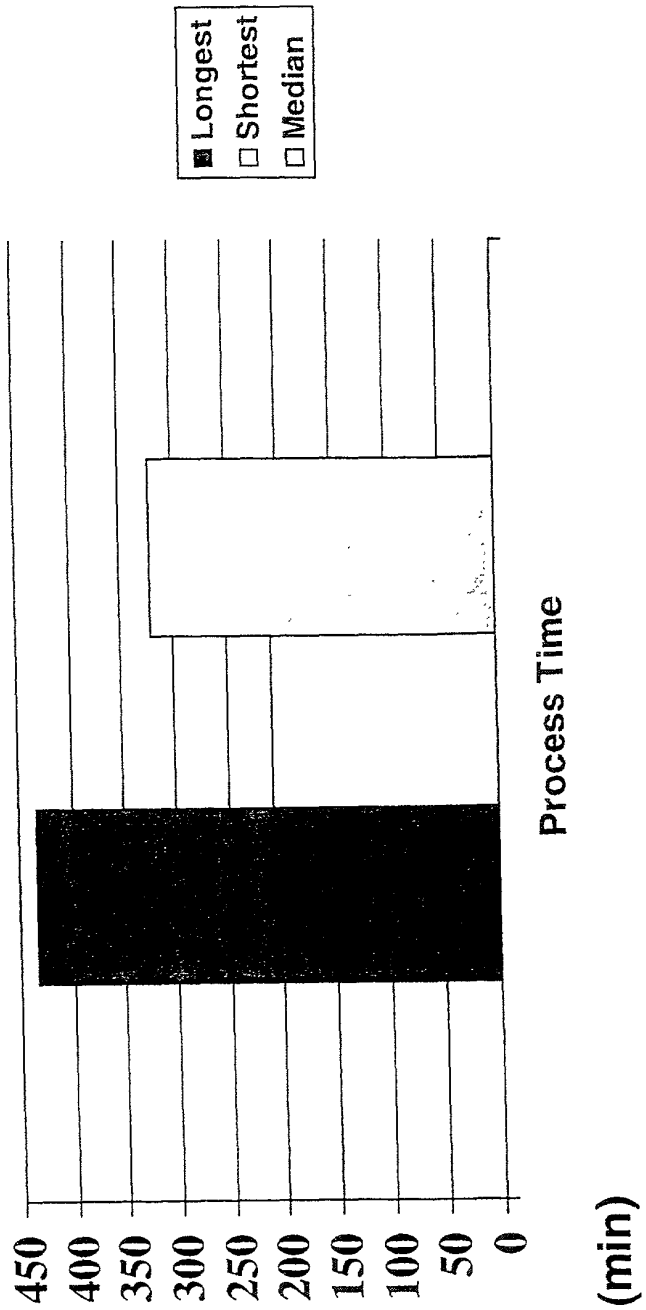


Fig. 29

T02290 "022/8860

Treatment Step Time

Longest/Shortest/Median

(N=119)

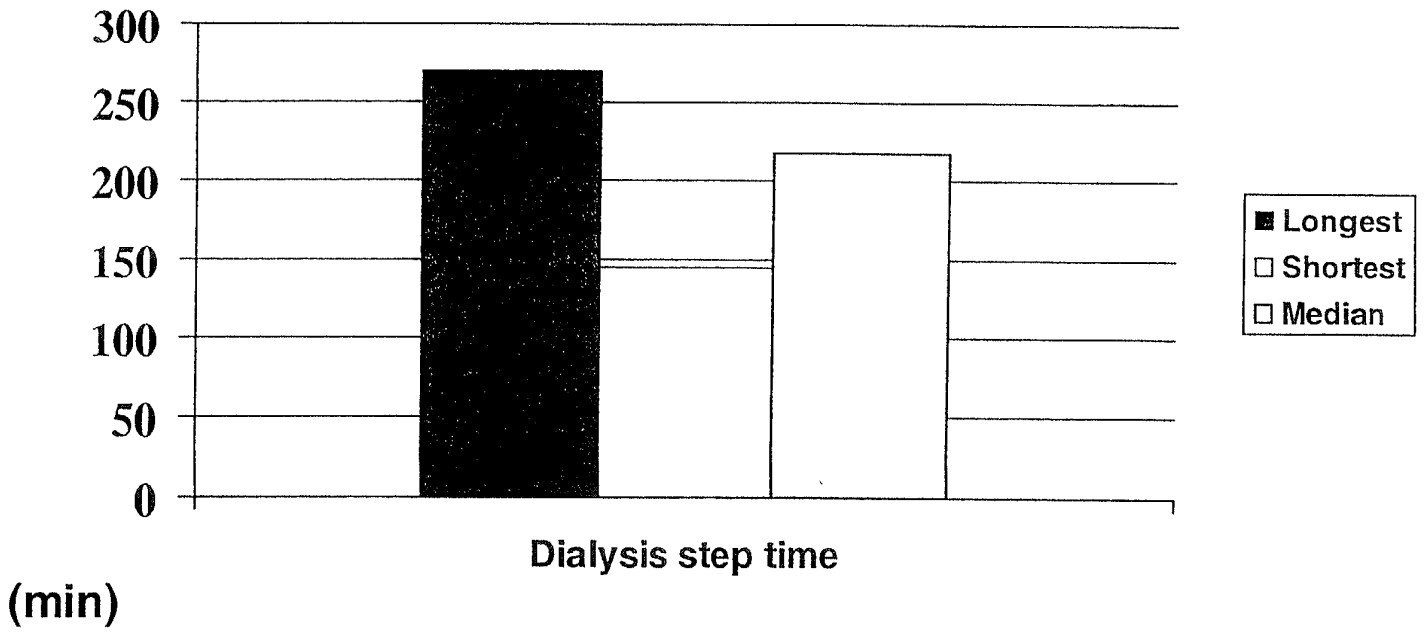


Fig. 30

EXPRESS MAIL NO. EV 339 920 248 US

Disinfection Step Time

Longest/shortest/median

(N=119)

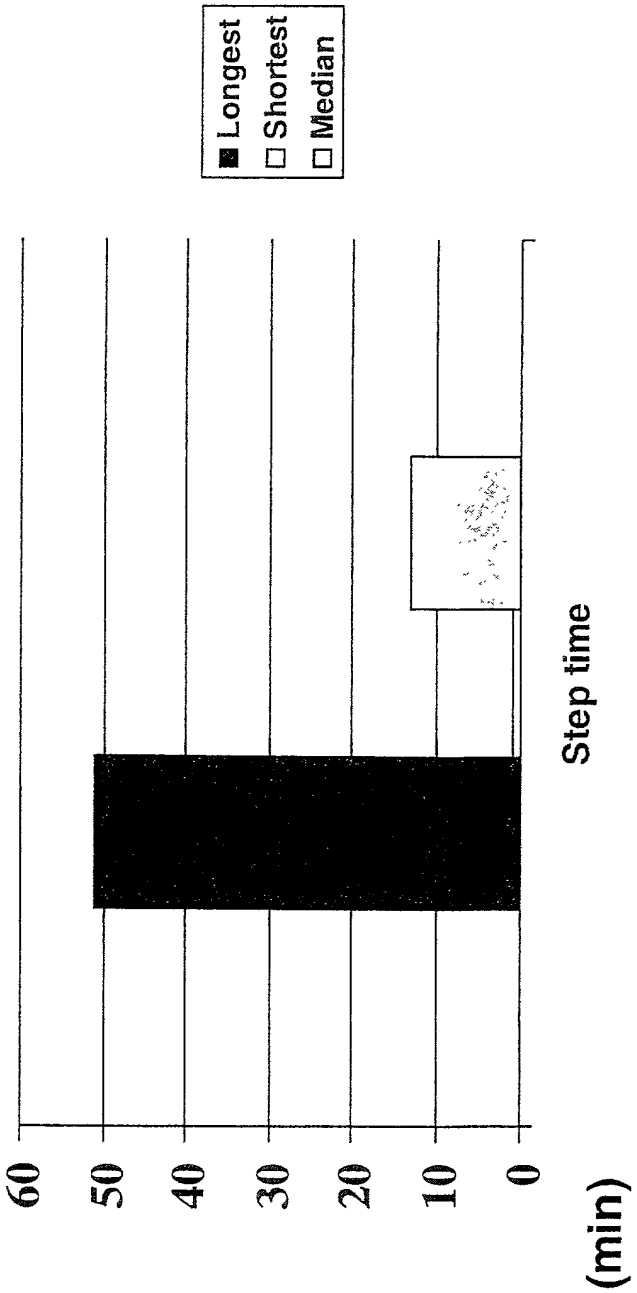


Fig. 31

Process, Treatment and Other Steps Time

Longest/Shortest/Median

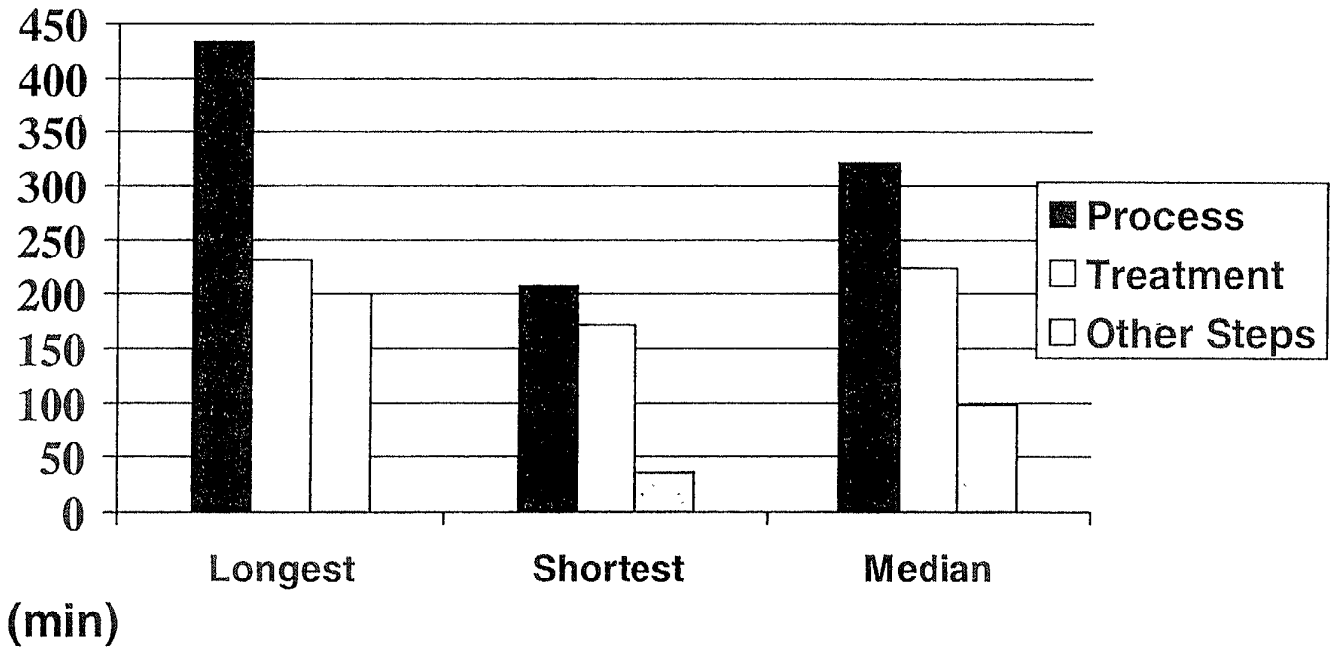


Fig. 32

Title: PROCESS FOR PROVIDING DIALYSIS AND OTHER TREATMENTS
Applicants: Juan P. BOSCH, M.D. and Maria Alquist HEGBRANT, M.D.
Attorney Docket No.: 7847-82986 (N0050-PU)
Sheet 32 of 44 Sheets

"10223910" 022/5850

Total Process Staff Time

Longest/shortest/median

(No Reuse)

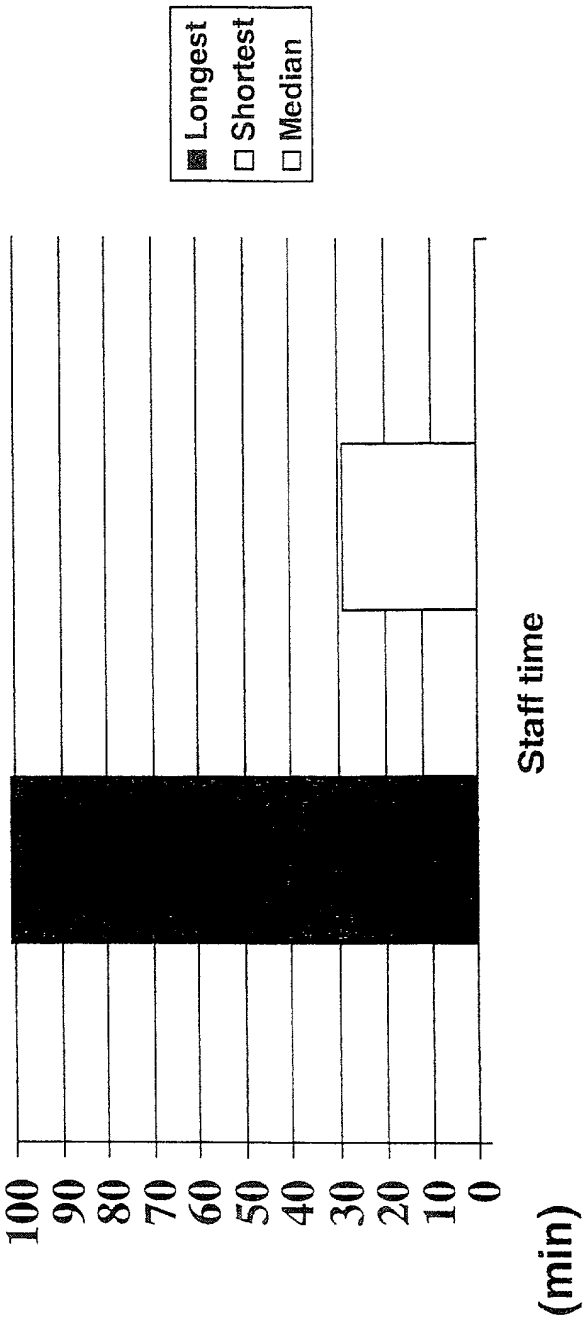


Fig. 33

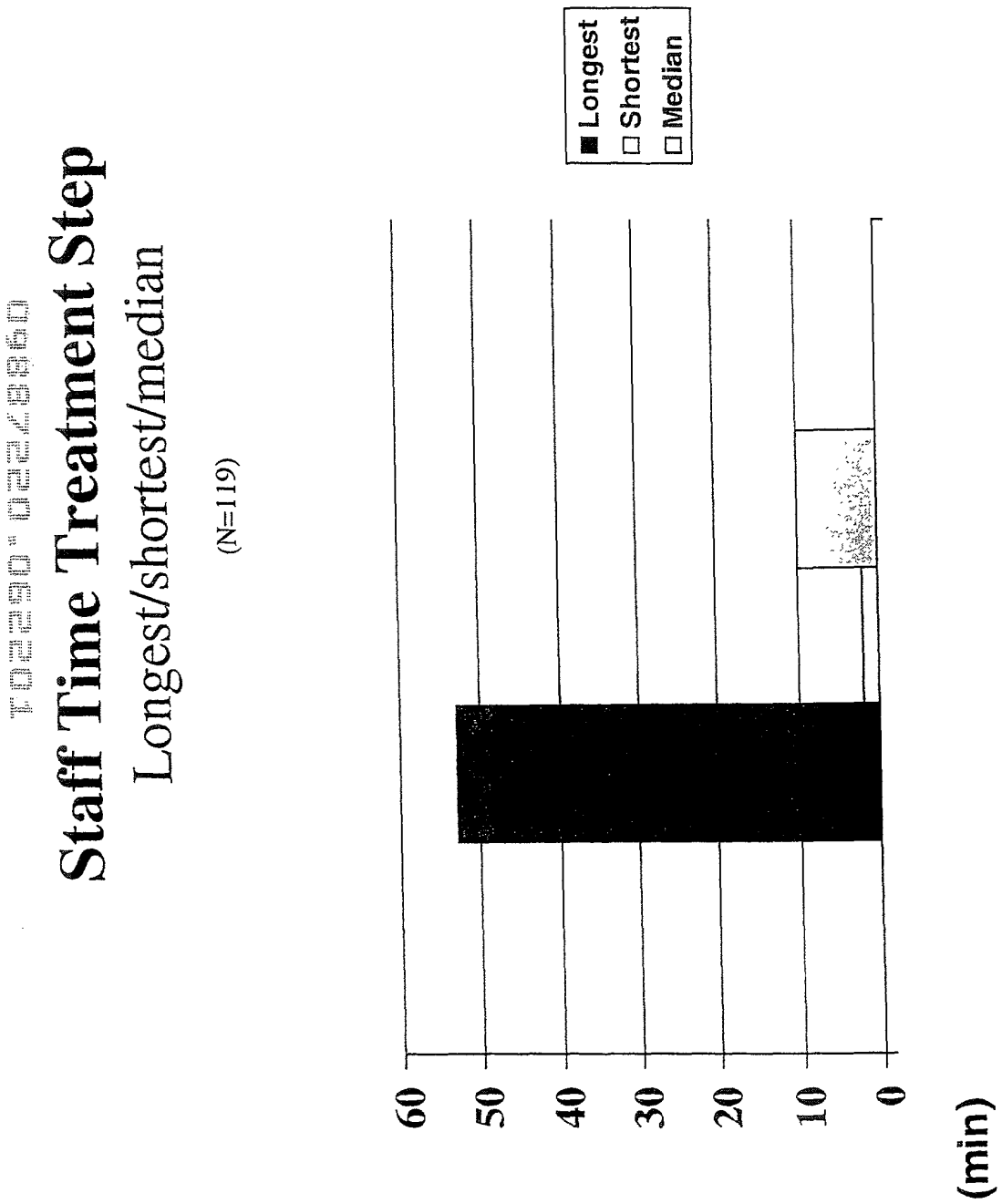

Staff Time Treatment Step
Longest/shortest/median
(N=119)
Longest
Shortest
Median
60
50
40
30
20
10
0
(min)

Fig. 34

EXPRESS MAIL NO. EV 325 022 860

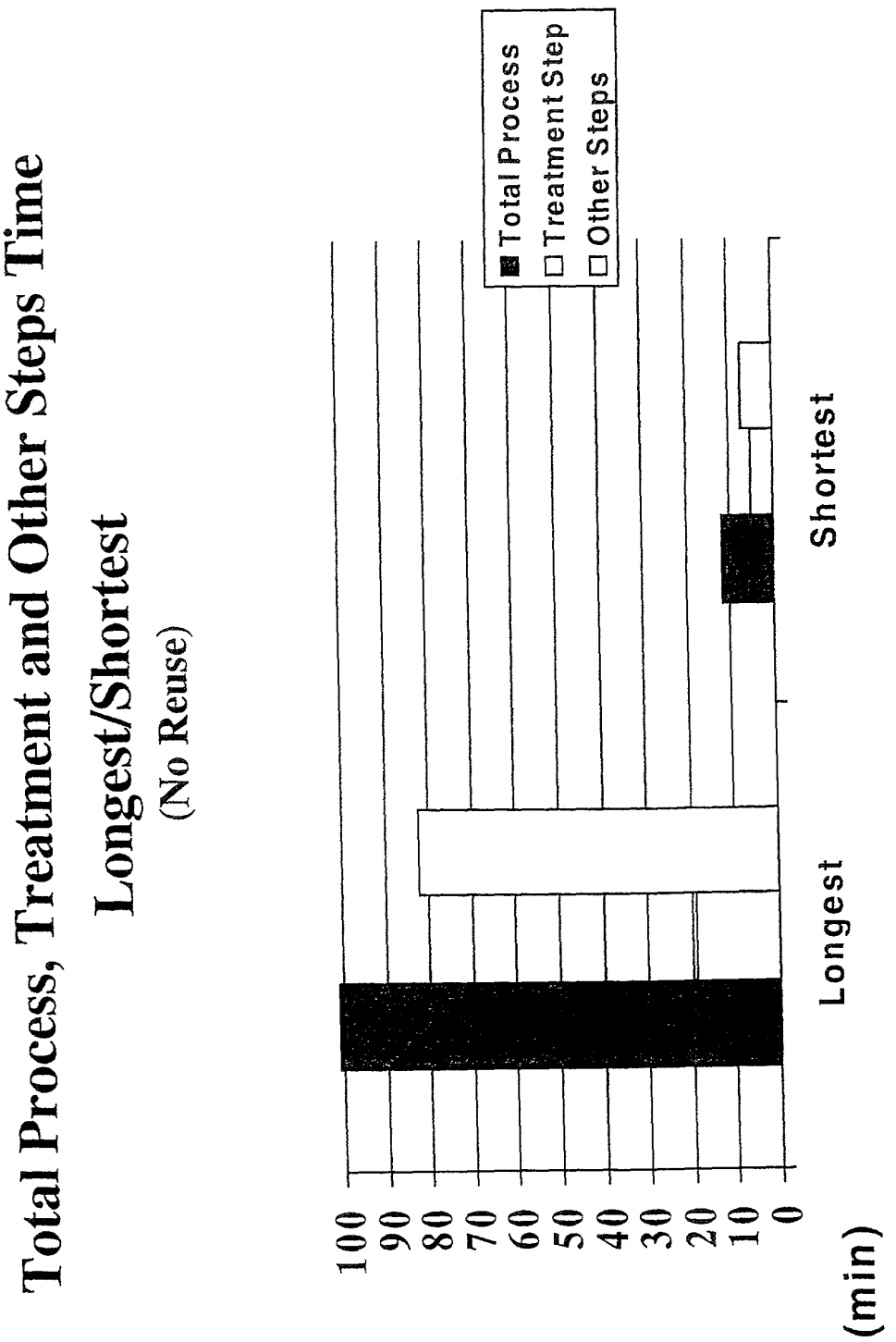


Fig. 35

TO2290 "02278860

IMPROVEMENT POSSIBILITY

Current Median Staff Time/ "Ideal" Median/ the Median Difference

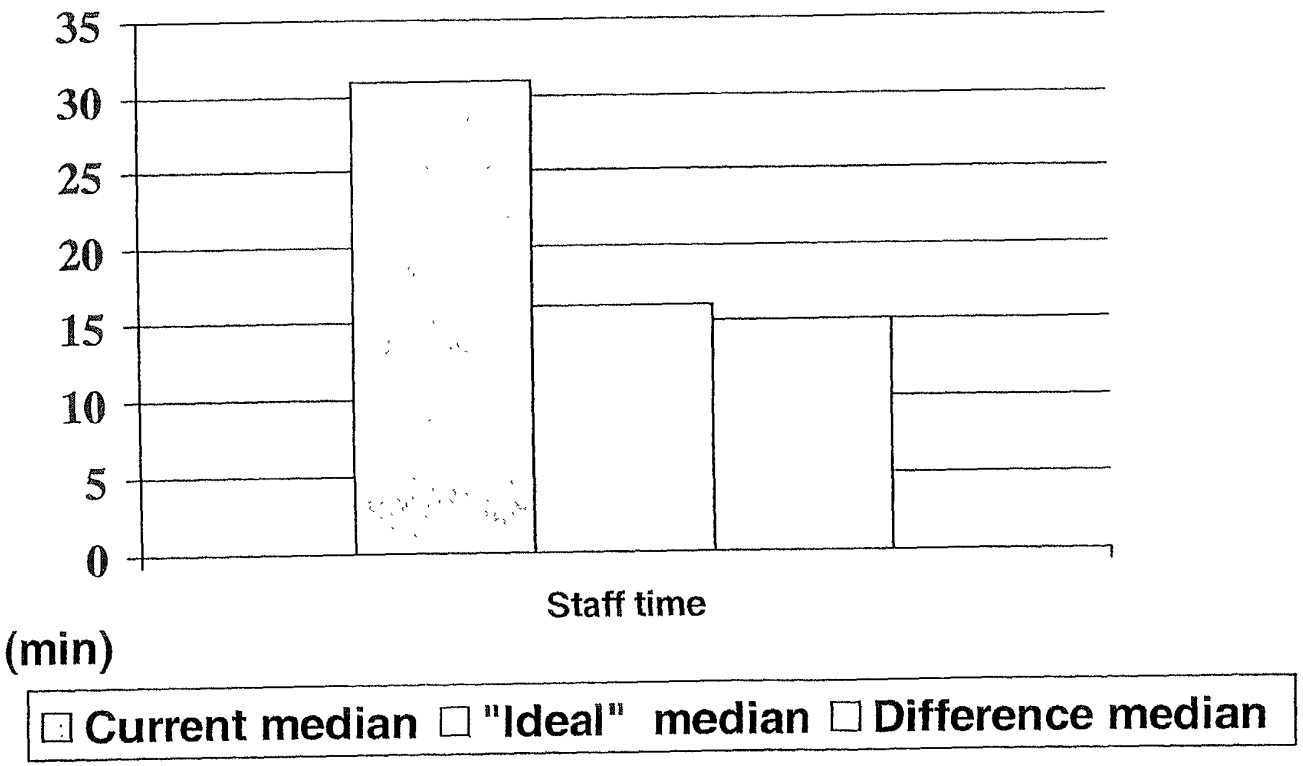


Fig. 36

Title: PROCESS FOR PROVIDING DIALYSIS AND OTHER TREATMENTS
Applicants: Juan P. BOSCH, M.D. and Maria Alquist HEGBRANT, M.D.
Attorney Docket No.: 7847-82986 (N0050-PU)
Sheet 36 of 44 Sheets

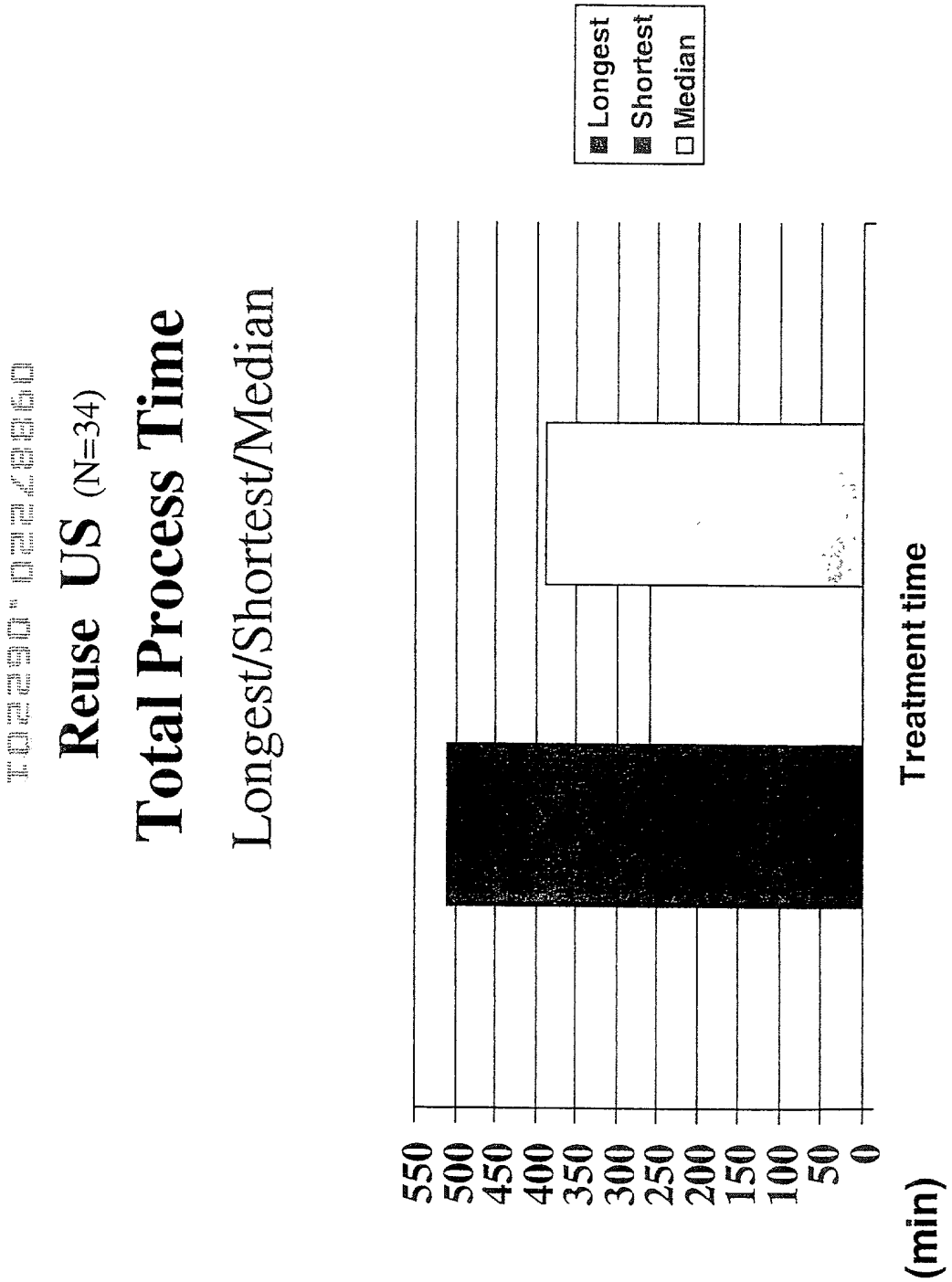

Reuse US (N=34)
Total Process Time
Longest/Shortest/Median
Longest
Shortest
Median
550
500
450
400
350
300
250
200
150
100
50
0
(min)
Treatment time

Fig. 37

Total Process Time
Comparison No Reuse vs Reuse

Longest/Shortest/Median

(No Reuse)

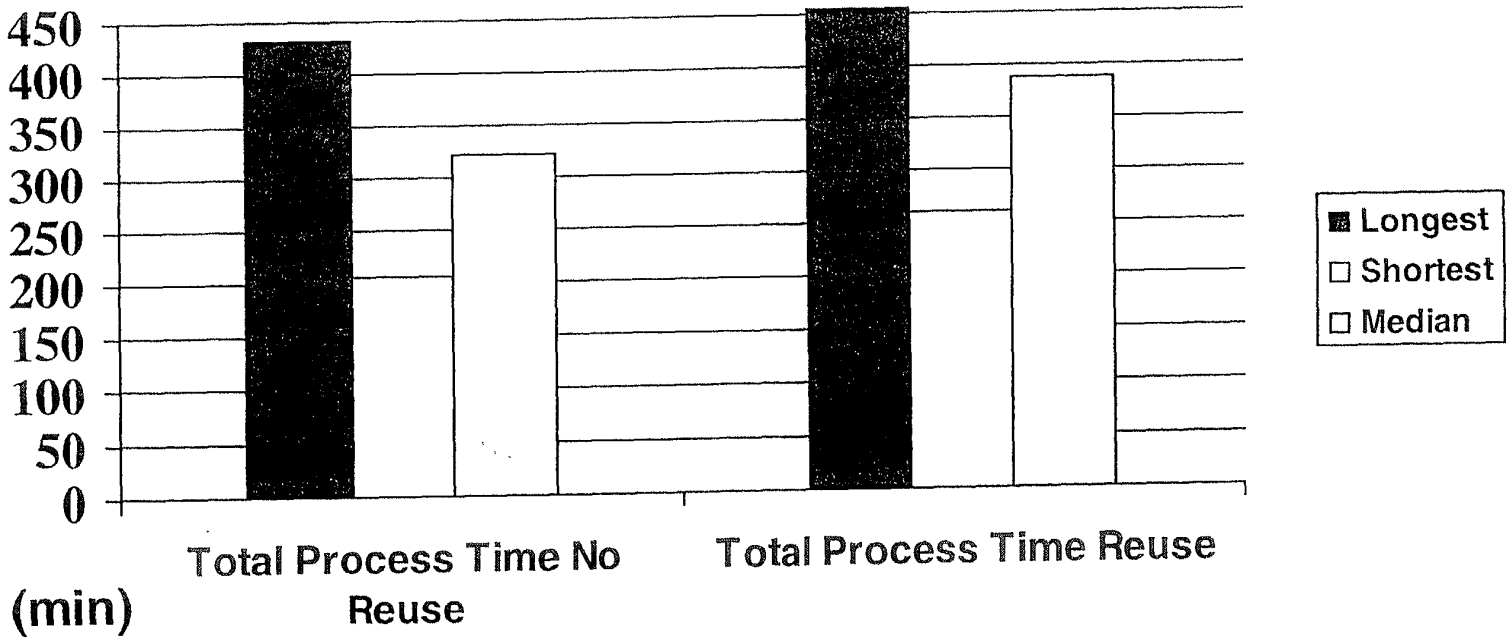


Fig. 38

Title: PROCESS FOR PROVIDING DIALYSIS AND OTHER TREATMENTS
Applicants: Juan P. BOSCH, M.D. and Maria Alquist HEGBRANT, M.D.
Attorney Docket No.: 7847-82986 (N0050-PU)
Sheet 38 of 44 Sheets

Reuse US

Median staff time reuse/ without the reuse step/no reuse

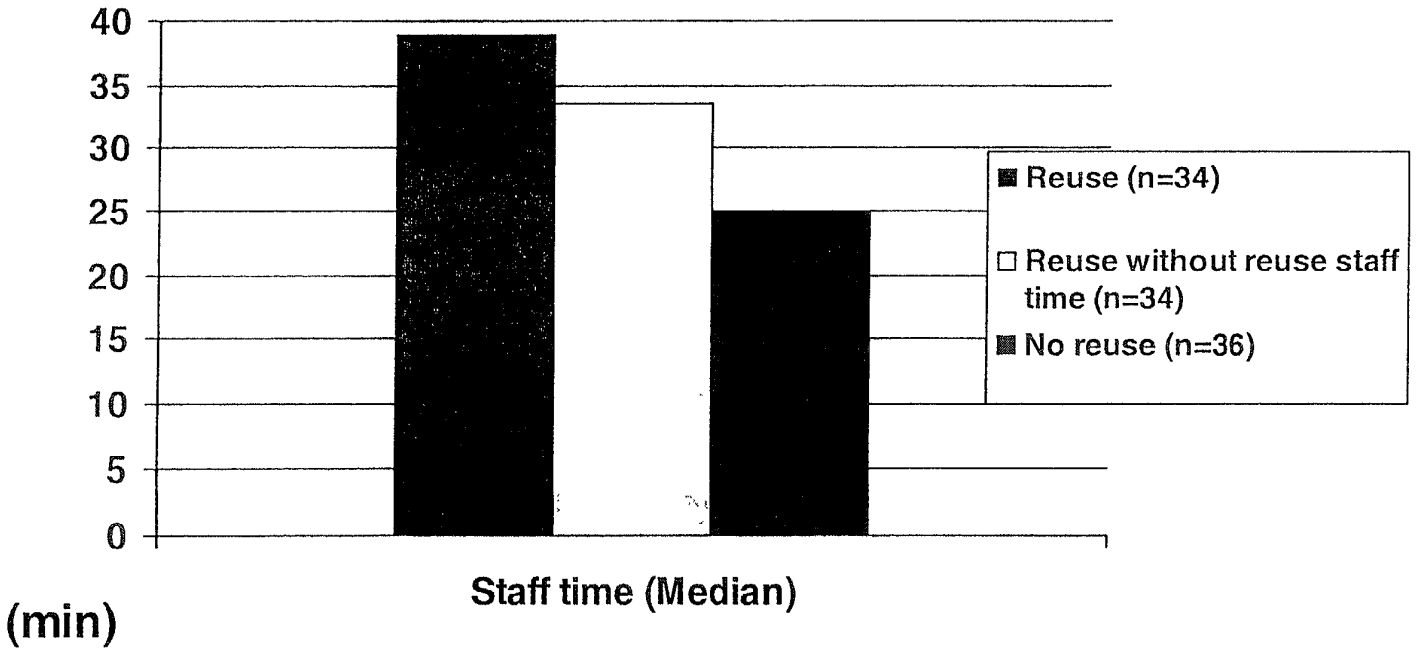


Fig. 39

Title: PROCESS FOR PROVIDING DIALYSIS AND OTHER TREATMENTS
Applicants: Juan P. BOSCH, M.D. and Maria Alquist HEGBRANT, M.D.
Attorney Docket No.: 7847-82986 (N0050-PU)
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T02290*02278860

US clinics

Median staff time reuse treatments without the reuse step/staff time no reuse treatments and the difference

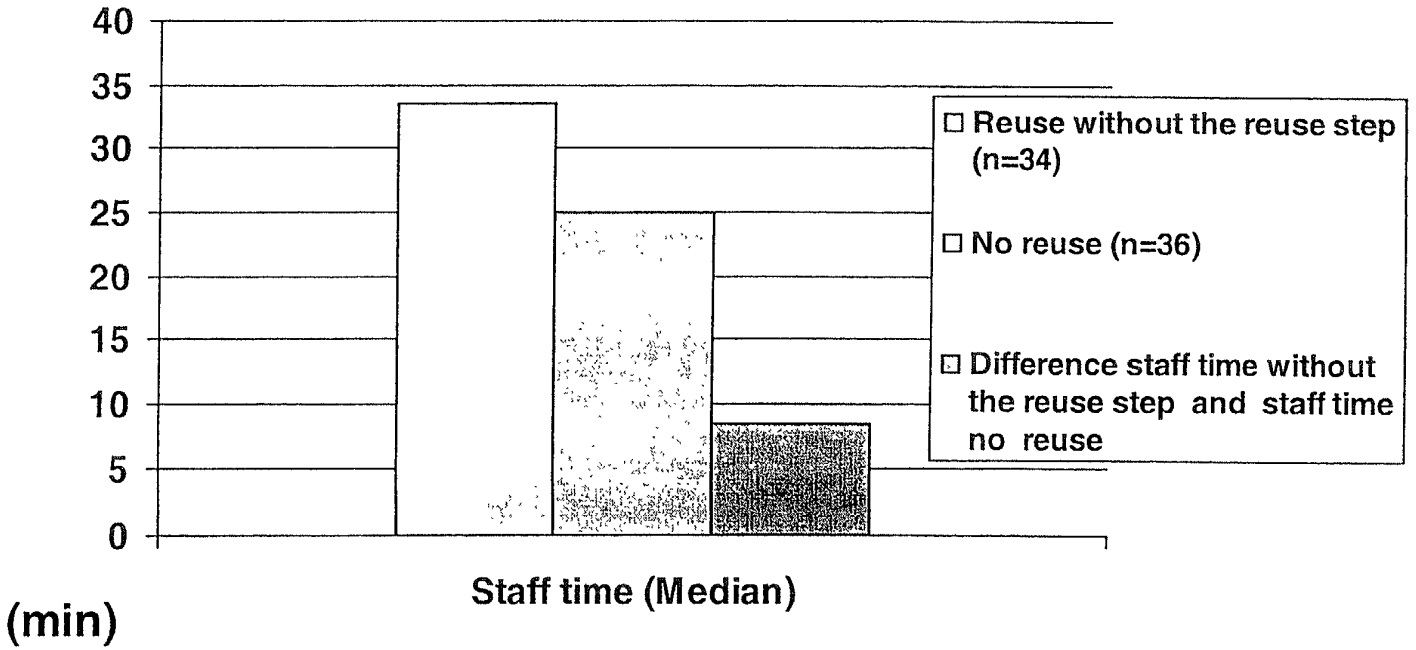

Fig. 40

Title: PROCESS FOR PROVIDING DIALYSIS AND OTHER TREATMENTS
Applicants: Juan P. BOSCH, M.D. and Maria Alquist HEGBRANT, M.D.
Attorney Docket No.: 7847-82986 (N0050-PU)
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T02290 "022/8860

Shortest Total Process Staff Times reuse/no reuse in US

(all treatments)

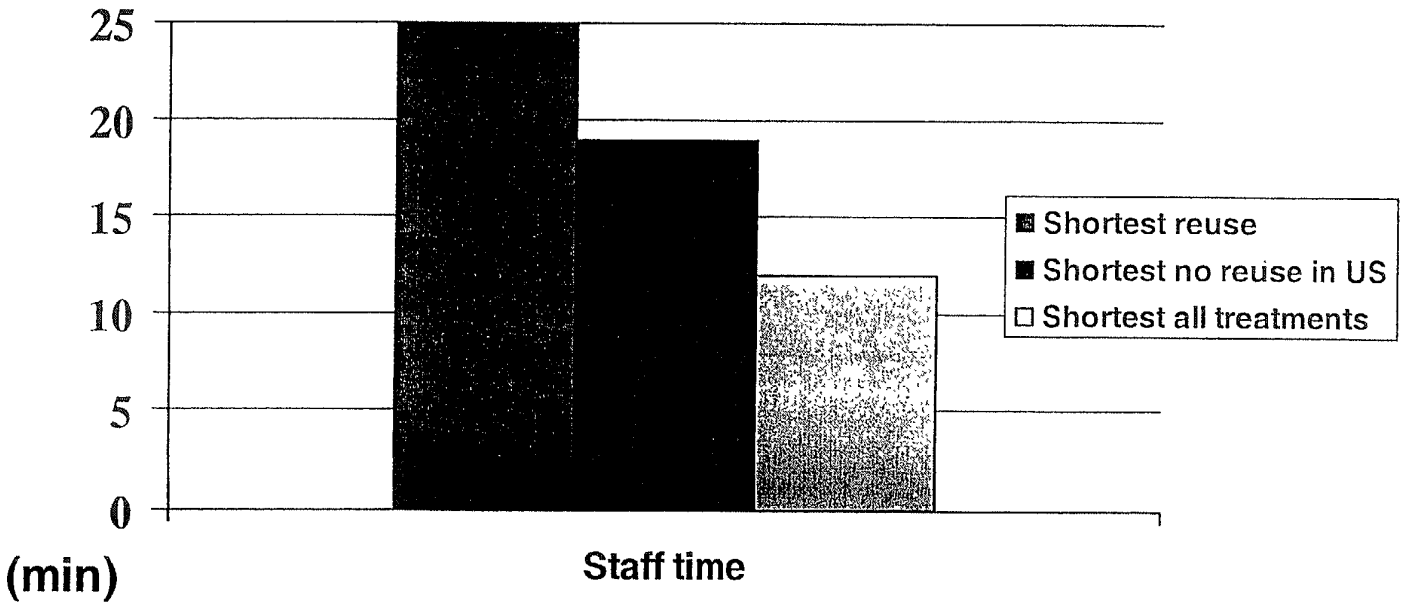

Fig. 41

Title: PROCESS FOR PROVIDING DIALYSIS AND OTHER TREATMENTS
Applicants: Juan P. BOSCH, M.D. and Maria Alquist HEGBRANT, M.D.
Attorney Docket No.: 7847-82986 (N0050-PU)
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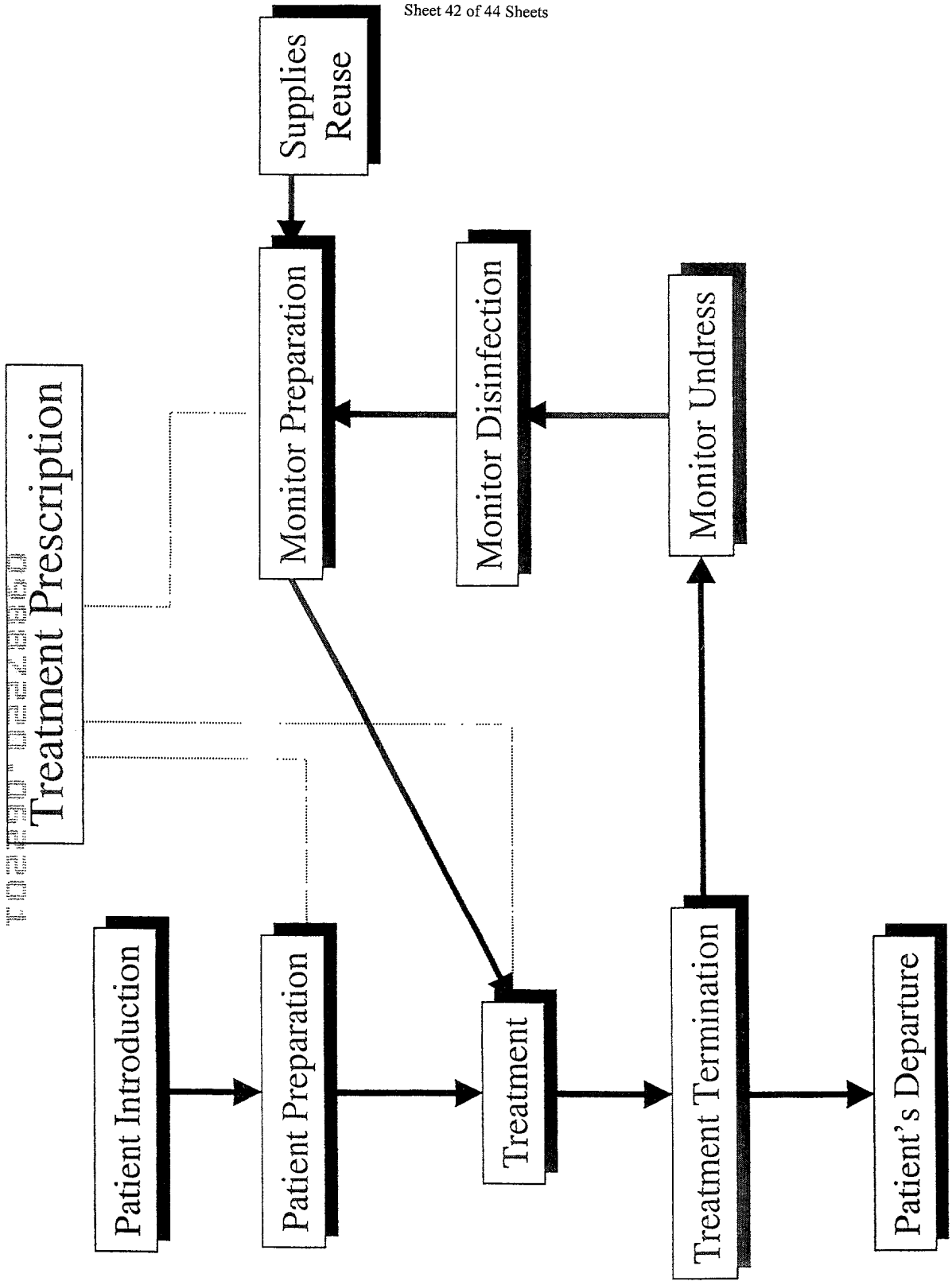

Supplies Reuse
Monitor Preparation
Monitor Disinfection
Monitor Undress
Treatment Prescription
Patient Introduction
Patient Preparation
Treatment
Treatment Termination
Patient's Departure

Fig. 42

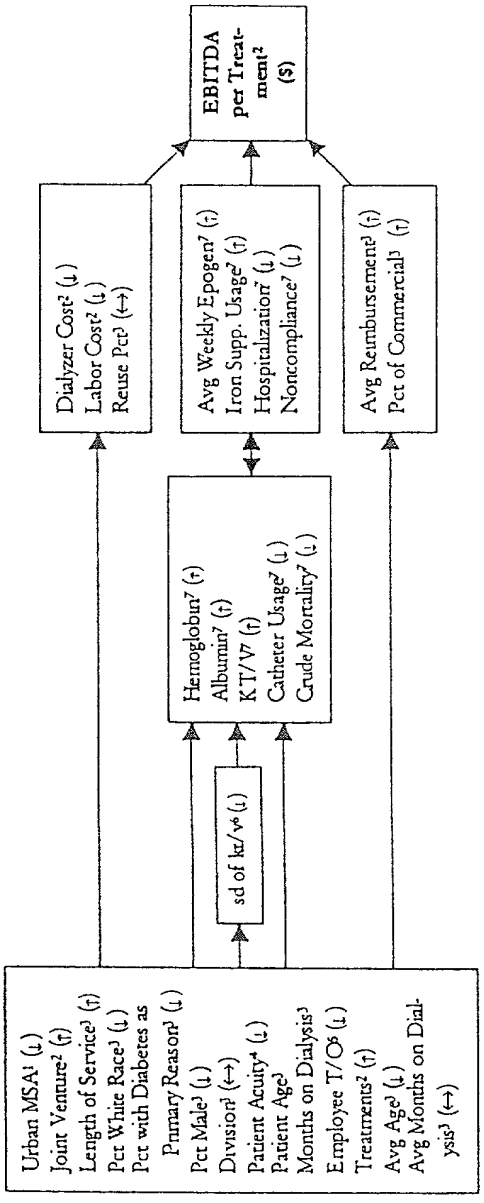
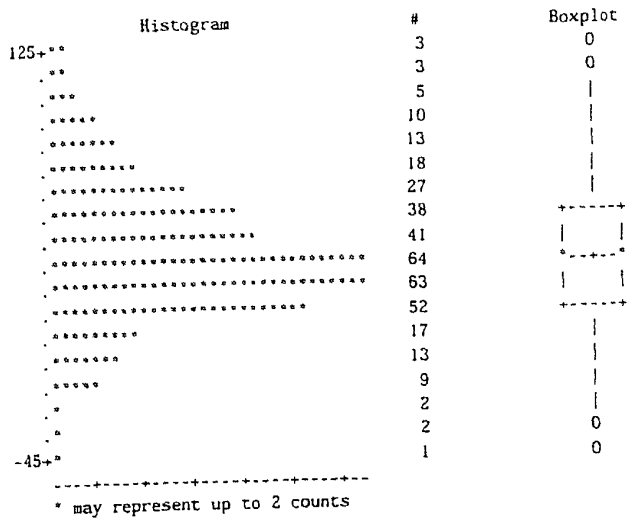

CLINIC DEMOGRAPHICS
PROCESS
INTERMEDIATE OUTCOMES
COST/ REVENUE
FINANCIAL OUTCOME
Urban MSA[1] (↓)
Joint Venture[2] (↑)
Length of Service[2] (↑)
Pct White Race[3] (↓)
Pct with Diabetes as Primary Reason[3] (↓)
Pct Male[3] (↓)
Division[3] (↔)
Patient Acuity[4] (↓)
Patient Age[3]
Months on Dialysis[3]
Employee T/O[6] (↓)
Treatments[2] (↑)
Avg Age[3] (↓)
Avg Months on Dialysis[3] (↔)
sd of kt/v[6] (↓)
Hemoglobin[7] (↑)
Albumin[7] (↑)
KT/V[7] (↑)
Catheter Usage[7] (↓)
Crude Mortality[7] (↓)
Dialyzer Cost[2] (↓)
Labor Cost[2] (↓)
Reuse Pct[3] (↔)
Avg Weekly Epogen[7] (↑)
Iron Supp. Usage[7] (↑)
Hospitalization[7] (↓)
Noncompliance[7] (↓)
Avg Reimbursement[2] (↑)
Pct of Commercial[3] (↑)
EBITDA per Treatment[2] ($)

Fig. 43

TD2290 "02278860



Histogram and Box and Whisker Plot of EBITDA per treatment

Fig. 44